

# THE GREAT AMERICAN FRAUD

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# THE GREAT AMERICAN FRAUD

BY SAMUEL HOPKINS ADAMS

ARTICLES ON THE NOSTRUM EVIL AND QUACKS, IN TWO  
SERIES, REPRINTED FROM COLLIER'S WEEKLY

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### — ALSO —

The Patent Medicine Conspiracy Against the Freedom of the Press.

### — AND —

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## SERIES I.—THE NOSTRUM EVIL.

### INTRODUCTION.

*This is the introductory article to a series which will contain a full explanation and exposure of patent-medicine methods, and the harm done to the public by this industry, founded mainly on fraud and poison. Results of the publicity given to these methods can already be seen in the steps recently taken by the National Government, some State Governments and a few of the more reputable newspapers. The object of the series is to make the situation so familiar and thoroughly understood that there will be a speedy end to the worst aspects of the evil.*

### MENINGITIS

Dr. Dunham of the Meningitis Commission says:

"We know that the germ is very sensitive and outside of the body easily destroyed. There is no advice to give as to preventatives except to keep healthy generally, and particularly careful to stop any trouble in the nose and throat. We know the germ must get into the head in some way; it is not created there. Any inflammation of the nasal organ might furnish an avenue for the germ which under ordinary conditions of health might be closed to it." (N. Y. Herald, April 8, 1905).

Pond's Extract is the oldest, best known and most effective remedy for all diseased conditions of the mucus membranes, and therefore meets all the above requirements. It should be used morning and night as a spray for the nose and throat when diluted with an equal quantity of water.

**Caution.**—Do not use as a substitute the commercial witch hazel which is sold and represented to be the same as Pond's Extract. Of seventy samples of witch hazel recently purchased from as many dealers in the open market, fifty-two contained Wood Alcohol (poison) or Formaldehyde (poison) or both.

**SHIFTING BRITAIN**

Gullible America will spend this year some seventy-five millions of dollars in the purchase of patent medicines. In consideration of this sum it will swallow huge quantities of alcohol, an appalling amount of opiates and narcotics, a wide assortment of varied drugs ranging from powerful and dangerous heart depressants to insidious liver stimulants; and, far in excess of all other ingredients, undiluted fraud. For fraud, exploited by the skillfulest of advertising bunco men, is the basis of the trade. Should the newspapers, the magazines and the medical journals refuse their pages to this class of advertisements, the patent medicine business in five years would be as scandalously historic as the South Sea Bubble, and the nation would be the richer not only in lives and money, but in drunkards and drug-fiends saved.

"Don't make the mistake of lumping all proprietary medicines in one indiscriminate denunciation," came warning from all sides when this series was announced. But the honest attempt to separate the sheep from the goats develops a lamentable lack of qualified candidates for the sheepfold. External remedies there may be which are at once honest in their claims and effective for their purposes; they are not to be found among the much-advertised ointments or applications which fill the public prints.

A "Pond's Extract" advertisement trading on the public alarm over the recent meningitis epidemic in New York City.

Cuticura may be a useful preparation, but in extravagance of advertising it rivals the most clamorous cure-all. Pond's Extract, one would naturally suppose, could afford to restrict itself to decent methods, but in the recent

epidemic scare in New York it traded on the public alarm by putting forth "display" advertisements headed, in heavy black type, "Meningitis," a disease in which witch-hazel is about as effective as molasses. This is fairly comparable to Peruna's ghoulish exploitation, for profit, of the yellow-fever scourge in New Orleans, aided by various southern newspapers of standing, which published as *news* an "interview" with Dr. Hartman, president of the Peruna Company.

#### Drugs That Make Victims.

When one comes to the internal remedies, the proprietary medicines proper, they all belong to the tribe of Capricorn, under one of two heads, harmless frauds or deleterious drugs. For instance, the laxatives perform what they promise; but taken regularly, as thousands of people take them (and, indeed, as the advertisements urge), they become an increasingly baneful necessity. Acetanilid will undoubtedly relieve headache of certain kinds; but acetanilid, as the basis of headache powders, is prone to remove the cause of the symptoms permanently by putting a complete stop to the heart action. Invariably, when taken steadily, it produces constitutional disturbances of insidious development which result fatally if the drug be not discontinued, and often it enslaves the devotee to its use. Cocain and opium stop pain; but the narcotics are not the safest drugs to put into the hands of the ignorant, particularly when their presence is concealed in the "cough remedies," "soothing syrups," and "catarrhal powders" of which they are the basis. Few outside of the rabid temperance advocates will deny a place in medical practice to alcohol. But alcohol, fed daily and in increasing doses to women and children, makes not for health, but for drunkenness. Far better whiskey or gin unequivocally labeled than the alcohol-laden "bitters," "sarsaparillas" and "tonics" which exhilarate fatuous temperance advocates to the point of enthusiastic testimonials.

None of these "cures" really does cure any serious affection, although a majority of their users recover. But a majority, and a very large majority, of the sick recover, anyway. Were it not so—were one illness out of fifty fatal—this earth would soon be depopulated.

#### As to Testimonials.

The ignorant drug-taker, returning to health from some disease which he has overcome by the natural resistant powers of his body, dips his pen in gratitude and writes his testimonial. The man who dies in spite of the patent medicine—or perhaps because of it—doesn't bear witness to what it did for him. We see recorded only the favorable results: the unfavorable lie silent. How could it be otherwise when the only avenues of publicity are controlled by the advertisers? So, while many of the printed testimonials are genuine enough, they represent not the average evidence, but the most glowing opinions which the nostrum vender can obtain, and generally they are the expression of a low order of intelligence. Read in this light, they are unconvincing enough. But the innocent public regards them as the type, not the exception. "If that cured Mrs. Smith of Oshgosh it may cure me," says the woman whose symptoms, real or imaginary, are so feelingly described under the picture. Lend ear to expert testimony from a certain prominent cure-all:

"They see my advertising. They read the testimonials. They are convinced. They have faith in Peruna. It gives them a gentle stimulant and so they get well."

There it is in a nutshell; the faith cure. Not the stimulant, but the faith inspired by the advertisement and encouraged by the stimulant does the work—or seems to do it. If the public druggist can convince his pat-

ron that she is well, she is well—for his purposes. In the case of such diseases as naturally tend to cure themselves, no greater harm is done than the parting of a fool and his money. With rheumatism, sciatica and that ilk, it means added pangs; with consumption, Bright's disease and other serious disorders, perhaps needless death. No onus of homicide is borne by the nostrum seller; probably the patient would have died anyway; there is no proof that the patent bottle was in any way responsible. Even if there were—and rare cases do occur where the responsibility can be brought home—there is no warning to others, because the newspapers are too considerate of their advertisers to publish such injurious items.

### The Magic "Red Clause."

With a few honorable exceptions the press of the United States is at the beck and call of the patent medicines. Not only do the newspapers modify news possibly affecting these interests, but they sometimes become their active agents. F. J. Cheney, proprietor of Hall's Catarrh Cure, devised some years ago a method of making the press do his fighting against legislation compelling makers of remedies to publish their formulæ, or to print on the labels the dangerous drugs contained in the medicine—a constantly recurring bugaboo of the nostrum-dealer. This scheme he unfolded at a meeting of the Proprietary Association of America, of which he is now president. He explained that he printed in red letters on every advertising contract a clause providing that the contract should become void in the event of hostile legislation, and he boasted how he had used this as a club in a case where an Illinois legislator had, as he put it, attempted to hold him for three hundred dollars on a strike bill.

"I thought I had a better plan than this," said Mr. Cheney to his associates, "so I wrote to about forty papers and merely said: 'Please look at your contract with me and take note that if this law passes you and I must stop doing business.' The next week every one of them had an article and Mr. Man had to go."

So emphatically did this device recommend itself to the assemblage that many of the large firms took up the plan, and now the "red clause" is a familiar device in the trade. The reproduction printed on page 6 is a fac-simile of a contract between Mr. Cheney's firm and the *Emporia Gazette*, William Allen White's paper, which has since become one of the newspapers to abjure the patent-medicine man and all his ways. Emboldened by this easy coercion of the press, certain firms have since used the newspapers as a weapon against "price-cutting," by forcing them to refuse advertising of the stores which reduce rates on patent medicines. Tyrannical masters, these heavy purchasers of advertising space.

To what length daily journalism will go at the instance of the business office was shown in the great advertising campaign of Paine's Celery Compound, some years ago. The nostrum's agent called at the office of a prominent Chicago newspaper and spread before its advertising manager a full-page advertisement, with blank spaces in the center.

"We want some good, strong testimonials to fill out with," he said.

"You can get all of those you want, can't you?" asked the newspaper manager.

"Can *you*?" returned the other. "Show me four or five strong ones from local politicians and you get the ad."

### Fake Testimonials.

That day reporters were assigned to secure testimonials with photographs which subsequently appeared in the full-page advertisement as promised. As for the men who permitted the use of their names for this

purpose, several of them afterward admitted that they had never tasted the "Compound," but that they were willing to sign the testimonials for the joy of appearing in print as "prominent citizens." Another Chicago newspaper compelled its political editor to tout for fake indorsements of a nostrum. A man with an inside knowledge of the patent-medicine business made some investigations into this phase of the matter, and he declares that such procurement of testimonials became so established as to have the force of a system, only two Chicago papers being free from it. To-day,

This Contract is Void if Patent Sheets with Advertisements are Used.

### Three Years' Advertising Contract.

Pittsburg County of Lincoln  
State of Nebraska, June 14 1907

We hereby agree with **CHENEY MEDICINE COMPANY**, for the sum of 90.00 DOLLARS, to insert the advertisement of "**HALL'S CATARRH CURE**," containing matter as per copy furnished (set in our regular reading matter type) to be published each issue of Paper and to appear in regular reading matter not to be preceded by any paid notice, and on local or editorial page. Said advertisement to be run for three years with the privilege of twelve changes annually.

Payments to be made semi-annually. Advertisements to be published in Daily Gazette and Weekly Gazette  
Published at Pittsburg, Nebraska

We also agree to mail a copy of each issue containing "Ad." to Cheney Medicine Co., Toledo, Ohio.

Circulation, Daily 2000 Circulation, Weekly 2050  
It is mutually agreed that this Contract is void, if any law is enacted by your State restricting or prohibiting the manufacture or sale of proprietary medicines.

Remarks \_\_\_\_\_

**CHENEY MEDICINE CO.**

Name of Paper Gazette

Per W. A. White Manager.

### A CONTRACT CONTAINING THE RED CLAUSE.

The "Red Clause" is shown in heavy type, beginning with the words "It is mutually agreed . . ." The *Gazette* has recently decided to exclude all patent-medicine advertising from its columns.

he adds, a similar "deal" could be made with half a dozen of that city's dailies. It is disheartening to note that in the case of one important and high-class daily, the *Pittsburg Gazette*, a trial rejection of all patent-medicine advertising received absolutely no support or encouragement from the public; so the paper reverted to its old policy.

One might expect from the medical press freedom from such influences.

THE USUAL RESULT FROM TAKING HOODWINK'S SARSAPARILLA  
OR ANY OTHER OLD  
"PATENT" NOSTRUM.



BEFORE USING.



AFTER USING.

**MORAL:**

Don't Dose Yourself with secret "Patent Medicines." Almost all of which are Frauds and Humbugs. When sick Consult a Doctor and take his Prescription; it is the only Sensible Way and you'll find it Cheaper in the end.

**ECONOMIGAL DRUG CO.**

*G.H. McCONNELL, Pres.*

A WINDOW EXHIBIT IN A CHICAGO DRUG STORE.

The control is as complete, though exercised by a class of nostrums somewhat differently exploited, but essentially the same. Only "ethical" preparations are permitted in the representative medical press, that is, articles not advertised in the lay press. Yet this distinction is not strictly adhered to. "Syrup of Figs," for instance, which makes widespread pretense in the dailies to be an extract of the fig, advertises in the medical journals for what it is, a preparation of senna. Antikamnia, an "ethical" proprietary compound, for a long time exploited itself to the profession by a campaign of ridiculous extravagance, and is to-day by the extent of its reckless use on the part of ignorant laymen a public menace. Recently an article announcing a startling new drug discovery and signed by a physician was offered to a standard medical journal, which declined it on learning that the drug was a proprietary preparation. The contribution was returned to the editor with an offer of payment at advertising rates if it were printed as editorial reading matter, only to be rejected on the new basis. Subsequently it appeared simultaneously in more than twenty medical publications as reading matter. There are to-day very few medical publications which do not carry advertisements conceived in the same spirit and making much the same exhaustive claims as the ordinary quack "ads" of the daily press, and still fewer that are free from promises to "cure" diseases which are incurable by any medicine. Thus the medical press is as strongly enmeshed by the "ethical" druggers as the lay press is by Paine, "Dr." Kilmer, Lydia Pinkham, Dr. Hartman, "Hall" of the "red cause," and the rest of the edifying band of life-savers, leaving no agency to refute the megaphone exploitation of the fraud. What opposition there is would naturally arise in the medical profession, but this is discounted by the proprietary interests.

### The Doctors Are Investigating.

"You attack us because we cure your patients," is their charge. They assume always that the public has no grievance against them, or rather, they calmly ignore the public in the matter. In his address at the last convention of the Proprietary Association, the retiring president, W. A. Talbot of Piso's Consumption Cure, turning his guns on the medical profession, delivered this astonishing sentiment:

"No argument favoring the publication of our formulas was ever uttered which does not apply with equal force to your prescriptions. It is pardonable in you to want to know these formulas, for they are good. But you must not ask us to reveal these valuable secrets, to do what you would not do yourselves. The public and our law-makers do not want your secrets nor ours, *and it would be a damage to them to have them.*"

The physicians seem to have awakened, somewhat tardily, indeed, to counter-attack. The American Medical Association has organized a Council on Pharmacy and Chemistry to investigate and pass on the "ethical" preparations advertised to physicians, with a view to listing those which are found to be reputable and useful. That this is regarded as a direct assault on the proprietary interests is suggested by the protests, eloquent to the verge of frenzy in some cases, emanating from those organs which the manufacturers control. Already the council has issued some painfully frank reports on products of imposingly scientific nomenclature; and more are to follow.

### What One Druggist Is Doing.

Largely for trade reasons a few druggists have been fighting the nostrums, but without any considerable effect. Indeed, it is surprising to see that people are so deeply impressed with the advertising claims put forth daily as to be impervious to warnings even from experts. A cut-rate



store, the Economical Drug Company of Chicago, started on a campaign and displayed a sign in the window reading:

PLEASE DO NOT ASK US

What is

ANY OLD

PATENT

Worth?

MEDICINE

*For you embarrass us, as our honest answer  
must be that*

IT IS WORTHLESS

*If you mean to ask at what price we sell it, that is an  
entirely different proposition.*

*When sick, consult a good physician. It is the only proper  
course. And you will find it cheaper in the end than  
self-medication with worthless "patent" nostrums.*

This was followed up by the salesmen informing all applicants for the prominent nostrums that they were wasting money. Yet with all this that store was unable to get rid of its patent-medicine trade, and to-day nostrums comprise one-third of its entire business. They comprise about two-thirds of that of the average small store.

Legislation is the most obvious remedy, pending the enlightenment of the general public or the awakening of the journalistic conscience. But legislation proceeds slowly and always against opposition, which may be measured in practical terms as \$250,000,000 at stake on the other side. I note in the last report of the Proprietary Association's annual meeting the significant statement that "the heaviest expenses were incurred in legislative work." Most of the legislation must be done by states, and we have seen in the case of the Hall Catarrh cure contract how readily this may be controlled.

Two government agencies, at least, lend themselves to the purposes of the patent-medicine makers. The Patent Office issues to them trade-mark registration (generally speaking, the convenient term "patent medicine" is a misnomer, as very few are patented) without inquiry into the nature of the article thus safeguarded against imitation. The Post Office Department permits them the use of the mails. Except one particular line, the disgraceful "Weak Manhood" remedies, where excellent work has been done in throwing them out of the mails for fraud, the department has done nothing in the matter of patent remedies, and has no present intention of doing anything; yet I believe that such action, powerful as would be

the opposition developed, would be upheld by the courts on the same grounds that sustained the Post Office's position in the recent case of "Robusto."

### A Post-Office Report.

That the advertising and circular statements circulated through the mails were materially and substantially false, with the result of cheating and defrauding those into whose hands the statements came;

That, while the remedies did possess medicinal properties, these were not such as to carry out the cures promised;

That the advertiser knew he was deceiving;

That in the sale and distribution of his medicines the complainant made no inquiry into the specific character of the disease in any individual case, but supplied the same remedies and prescribed the same mode of treatment to all alike.

Should the department apply these principles to the patent-medicine field generally, a number of conspicuous nostrums would cease to be patrons of Uncle Sam's mail service.

Some states have made a good start in the matter of legislation, among them Michigan, which does not, however, enforce its recent strong law. Massachusetts, which has done more, through the admirable work of its State Board of Health, than any other agency to educate the public on the patent-medicine question, is unable to get a law restricting this trade. In New Hampshire, too, the proprietary interests have proven too strong, and the Mallonee bill was destroyed by the almost united opposition of a "red-clause" press. North Dakota proved more independent. After Jan. 1, 1906, all medicines sold in that state, except on physician's prescriptions, which contain chloral, ergot, morphin, opium, cocain, bromin, iodin or any of their compounds or derivatives, or more than 5 per cent. of alcohol, must so state on the label. When this bill became a law, the Proprietary Association of America proceeded to blight the state by resolving that its members should offer no goods for sale there.

Boards of health in various parts of the country are doing valuable educational work, the North Dakota board having led in the legislation. The Massachusetts, Connecticut and North Carolina boards have been active. The New York State board has kept its hands off patent medicines, but the Board of Pharmacy has made a cautious but promising beginning by compelling all makers of powders containing cocain to put a poison label on their goods; and it proposes to extend this ruling gradually to other dangerous compositions.

### Health Boards and Analyses.

It is somewhat surprising to find the Health Department of New York City, in many respects the foremost in the country, making no use of carefully and rather expensively acquired knowledge which would serve to protect the public. More than two years ago analyses were made by the chemists of the department which showed dangerous quantities of cocain in a number of catarrh powders. These analyses have never been printed. Even the general nature of the information has been withheld. Should any citizen of New York going to the Health Department, have asked: "My wife is taking Birney's Catarrh Powder; is it true that it's a bad thing?" the officials, with the knowledge at hand that the drug in question is a maker of cocain fiends, would have blandly emulated the Sphinx. Outside criticism of an overworked, undermanned and generally efficient department is liable to error through ignorance of the problems involved in its administration; yet one can not but believe that some form of warning against what is wisely admittedly a public menace would have been a wiser form

of procedure than that which has heretofore been discovered by the formula, "policy of the department."

Policies change and broaden under pressure of conditions. The Health Commissioner is now formulating a plan which, with the work of the chemists as a basis, shall check the trade in public poisons more or less concealed behind proprietary names.

It is impossible, even in a series of articles, to attempt more than an exemplary treatment of the patent-medicine frauds. The most degraded and degrading, the "lost vitality" and "blood disease" cures, reeking of terrorization and blackmail, can not from their very nature be treated of in a lay journal. Many dangerous and health-destroying compounds will escape through sheer inconspicuousness. I can touch on only a few of those which may be regarded as typical: the alcohol stimulators, as represented by Peruna, Paine's Celery Compound and Duffy's Pure Malt Whiskey (advertised as an exclusively medical preparation); the catarrh powders, which breed cocain slaves, and the opium-containing soothing syrups, which stunt or kill helpless infants; the consumption cures, perhaps the most devilish of all, in that they destroy hope where hope is struggling against bitter odds for existence; the headache powders, which enslave so insidiously that the victim is ignorant of his own fate; the comparatively harmless fake as typified by that marvelous product of advertising effrontery, Liquozone; and, finally, the system of exploitation and testimonials on which the whole vast system of bunco rests, as on a flimsy but cunningly constructed foundation.

## II. PERUNA AND THE BRACERS.

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A distinguished public health official and medical writer once made this jocular suggestion to me:

"Let us buy in large quantities the cheapest Italian vermouth, poor gin and bitters. We will mix them in the proportion of three of vermouth to two of gin, with a dash of bitters, dilute and bottle them by the short quart, label them *'Smith's Reviver and Blood Purifier; dose, one wineglassful before each meal'*; advertise them to cure erysipelas, bunions, dyspepsia, heat rash, fever and ague, and consumption; and to prevent loss of hair, smallpox, old age, sunstroke and near-sightedness, and make our everlasting fortunes selling them to the temperance trade."

"That sounds to me very much like a cocktail," said I.

"So it is," he replied. "But it's just as much a medicine as Peruna and not as bad a drink."

Peruna, or, as its owner, Dr. S. B. Hartman, of Columbus, Ohio (once a physician in good standing), prefers to write it, *Pe-ru-na*, is at present the most prominent proprietary nostrum in the country. It has taken the place once held by Greene's Nervura and by Paine's Celery Compound, and for the same reason which made them popular. The name of that reason is alcohol.\* Peruna is a stimulant pure and simple, and it is the more dangerous in that it sails under the false colors of a benign purpose.

According to an authoritative statement given out in private circulation a few years ago by its proprietors, Peruna is a compound of seven drugs with cologne spirits. The formula, they assure me, has not been materially changed. None of the seven drugs is of any great potency. Their total is less than one-half of 1 per cent. of the product. Medicinally they are too inconsiderable, in this proportion, to produce any effect. There remains to Peruna only water and cologne spirits, roughly in the proportion of three to one. Cologne spirits is the commercial term of alcohol.

### What Peruna Is Made Of.

Any one wishing to make Peruna for home consumption may do so by mixing half a pint of cologne spirits, 190 proof, with a pint and a half of water, adding thereto a little cubebs for flavor and a little burned sugar for color. Manufactured in bulk, so a former Peruna agent estimates, its cost, including bottle and wrapper, is between fifteen and eighteen cents a bottle. Its price is \$1.00. Because of this handsome margin of profit, and by way of making hay in the stolen sunshine of Peruna advertising, many imitations have sprung up to harrass the proprietors of the alcohol-and-water product. *Pe-ru-vi-na*, *P-ru-na*, *Purina*, *Anurep* (an obvious inversion); these, bottled and labeled to resemble Peruna, are self-confessed imitations. From what the Peruna people tell me, I gather that they are dangerous and damnable frauds, and that they cure nothing.

What does Peruna cure? Catarrh. That is the modest claim for it; nothing but catarrh. To be sure, a careful study of its literature will suggest its value as a tonic and a preventive of lassitude. But its reputation

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\* Dr. Ashbel P. Grinnell of New York City, who has made a statistical study of patent medicines, asserts as a provable fact that more alcohol is consumed in this country in patent medicines than is dispensed in a legal way by licensed liquor venders, barring the sale of ales and beer.

rests on catarrh. What is catarrh? Whatever ails you. No matter what you've got, you will be not only enabled, but compelled, after reading Dr. Hartman's Peruna book, "The Ills of Life," to diagnose your illness as catarrh and to realize that Peruna alone will save you. Pneumonia is catarrh of the lungs; so is consumption. Dyspepsia is catarrh of the stomach. Enteritis is catarrh of the intestines. Appendicitis—surgeons, please note before operating—is catarrh of the appendix. Bright's disease is catarrh of the kidneys. Heart disease is catarrh of the heart. Canker sores are catarrh of the mouth. Measles is, perhaps, catarrh of the skin, since "a teaspoonful of Peruna thrice daily or oftener is an effectual cure" ("The Ills of Life"). Similarly, malaria, one may guess, is catarrh of the mosquito that bit you. Other diseases not specifically placed in the catarrhal class, but yielding to Peruna (in the book), are colic, mumps, convulsions, neuralgia, women's complaints and rheumatism. Yet "Peruna is not a cure-all," virtuously disclaims Dr. Hartman, and grasps at a golden opportunity by advertising his nostrum as a preventive against yellow fever! That alcohol and water, with a little coloring matter and one-half of 1 per cent. of mild drugs, will cure all or any of the ills listed above is too ridiculous to need refutation. Nor does Dr. Hartman himself personally make that claim for his product. He stated to me specifically and repeatedly that no drug or combination of drugs, with the possible exception of quinin for malaria, will cure disease. His claim is that the belief of the patient in Peruna, fostered as it is by the printed testimony, and aided by the "gentle stimulation," produces good results. It is well established that in certain classes of disease the opposite is true. A considerable proportion of tuberculosis cases show a history of the Peruna type of medicine taken in the early stages, with the result of diminishing the patient's resistant power, and much of the typhoid in the middle west is complicated by the victim's "keeping up" on this stimulus long after he should have been under a doctor's care. But it is not as a fraud on the sick alone that Peruna is baneful, but as the maker of drunkards also.

"It can be used any length of time without acquiring a drug habit," declares the Peruna book, and therein, I regret to say, lies specifically and directly. The lie is ingeniously backed up by Dr. Hartman's argument that "nobody could get drunk on the prescribed doses of Peruna."

Perhaps this is true, though I note three wineglassfuls in forty-five minutes as a prescription, which might temporarily alter a prohibitionist's outlook on life. But what makes Peruna profitable to the maker and a curse to the community at large is the fact that the minimum dose first ceases to satisfy, then the moderate dose, and finally the maximum dose; and the unsuspecting patron, who began with it as a medicine, goes on to use it as a beverage, and finally to be enslaved by it as a habit. A well-known authority on drug addictions writes me:

"A number of physicians have called my attention to the use of Peruna, both preceding and following alcohol and drug addictions. Lydia Pinkham's Compound is another dangerous drug used largely by drinkers; Paine's Celery Compound also. I have in the last two years met four cases of persons who drank Peruna in large quantities to intoxication. This was given to them originally as a tonic. They were treated under my care as simple alcoholics."

### The Government Forbids the Sale of Peruna to Indians.

Expert opinion on the non-medical side is represented in the government order to the Indian Department, reproduced on the following page, the kernel of which is this:

"In connection with this investigation, please give particular attention

DEPARTMENT OF THE INTERIOR,

OFFICE OF INDIAN AFFAIRS,

WASHINGTON, D. C., August 10, 1905.

To Indian Agents and

School Superintendents in charge of Agencies:

The attention of the Office has been called to the fact that many licensed traders are very negligent as to the way in which their stores are kept. Some lack of order might be condoned, but it is reported that many stores are dirty even to filthiness. Such a condition of affairs need not be tolerated, and improvement in that respect must be insisted on.

The Office is not so inexperienced as to suppose that traders open stores among Indians from philanthropic motives. Nevertheless a trader has a great influence among the Indians with whom he has constant dealings and who are often dependent upon him, and there are not a few instances in which the trader has exerted this influence for the welfare of his customers as well as for his own profit.

A well-kept store, tidy in appearance, where the goods, especially eatables, are handled in a cleanly way, with due regard to ordinary hygiene, and where exact business methods prevail is a civilizing influence among Indians, while disorder, slovenliness, slipshod ways, and dirt are demoralizing.

You will please examine into the way in which the traders under your supervision conduct their stores, how their goods, particularly edible goods, are handled, stored, and given out, and see to it that in these respects, as well in respect of weights, prices, and account-keeping, the business is properly conducted. If any trader, after due notice, fails to come up to these requirements you will report him to this Office.

In connection with this investigation, please give particular attention to the proprietary medicines and other compounds which the traders keep in stock, with special reference to the liability of their misuse by Indians on account of the alcohol which they contain. The sale of Peruna, which is on the lists of several traders, is hereby absolutely prohibited. As a medicine, something else can be substituted; as an intoxicant, it has been found too tempting and effective. Anything of the sort under another name which is found to lead to intoxication you will please report to this Office. When a compound of that sort gets a bad name it is liable to be put on the market with some slight change of form and a new name. Jamaica ginger and flavoring extracts of vanilla, lemon, and so forth, should be kept in only small quantities and in small bottles and should not be sold to Indians, or at least only sparingly to those who it is known will use them only for legitimate purposes.

Of course you will continue to give attention to the labeling of poisonous drugs with skull and cross-bones as per Office circular of January 12, 1905.

Copies of this circular letter are herewith to be furnished the traders.

Yours, respectfully,

C. F. LARRABEE,  
Acting Commissioner.

100001500-8-05

WHAT THE GOVERNMENT THINKS OF PERUNA.

Note, in the fifth paragraph, these sentences: "The sale of Peruna, which is on the list of several traders, is hereby absolutely prohibited. As a medicine something else can be substituted; as an intoxicant it has been found too tempting and effective."

to the proprietary medicines and other compounds which the traders keep in stock, with special reference to the liability of their misuse by Indians on account of the alcohol which they contain. The sale of Peruna, which is on the lists of several traders, is hereby absolutely prohibited. As a medicine, something else can be substituted; as an intoxicant, it has been found too tempting and effective. Anything of the sort, under another name, which is found to lead to intoxication, you will please report to this office.

"[Signed]

F. C. LARRABEE, Acting Commissioner."

Specific evidence of what Peruna can do will be found in the following report, verified by special investigation:

PINEDALE, WYO., Oct. 4.—(*Special*).—"Two men suffering from delirium tremens and one dead is the result of a Peruna intoxication which took place here a few days ago. C. E. Armstrong, of this place, and a party of three others started out on a camping trip to the Yellowstone country, taking with them several bottles of whisky and ten bottles of Peruna, which one of the members of the party was taking as a tonic. The trip lasted over a week. The whisky was exhausted and for two days the party was without liquor. At last some one suggested that they use Peruna, of which nine bottles remained. Before they stopped the whole remaining supply had been consumed and the four men were in a state of intoxication, the like of which they had never known before. Finally, one awoke with terrible cramps in his stomach and found his companions seemingly in an almost lifeless condition. Suffering terrible agony, he crawled on his hands and knees to a ranch over a mile distant, the process taking him half a day. Aid was sent to his three companions. Armstrong was dead when the rescue party arrived. The other two men, still unconscious, were brought to town in a wagon and are still in a weak and emaciated condition. Armstrong's body was almost tied in a knot and could not be straightened for burial."

Here is the testimony from a druggist in a "no license" town:

"Peruna is bought by all the druggists in this section by the gross. I have seen persons thoroughly intoxicated from taking Peruna. The common remark in this place when a drunken party is particularly obstreperous is that he is on a 'Peruna drunk.' It is a notorious fact that a great many do use Peruna to get the alcoholic effect, and they certainly do get it good and strong. Now, there are other so-called remedies used for the same purpose, namely, Gensenica, Kidney Specific, Jamaica Ginger, Hostetter's Bitters, etc."

So well recognized is this use of the nostrum that a number of the Southern newspapers advertise a cure for the "Peruna habit," which is probably worse than the habit, as is usually the case with these "cures." In southern Ohio and in the mountain districts of West Virginia the "Peruna jag" is a standard form of intoxication.

#### Two Testimonials.

A testimonial-hunter in the employ of the Peruna company was referred by a Minnesota druggist to a prosperous farmer in the neighborhood. The farmer gave Peruna a most enthusiastic "send-off;" he had been using it for several months and could say, etc. Then he took the agent to his barn and showed him a heap of empty Peruna bottles. The agent counted them. There were seventy-four. The druggist added his testimonial. "That old boy has a 'still' on all the time since he discovered Peruna," said he. "He's my star customer." The druggist's testimonial was not printed.

At the time when certain Chicago drug stores were fighting some of the leading patent medicines, and carrying only a small stock of them, a boy



#### ALCOHOL IN "MEDICINES" AND IN LIQUORS.

These diagrams show what would be left in a bottle of patent medicine if everything was poured out except the alcohol; they also show the quantity of alcohol that would be present if the same bottle had contained whisky, champagne, claret or beer. It is apparent that a bottle of Peru-NA contains as much alcohol as five bottles of beer, or three bottles of claret or champagne—that is, bottles of the same size. It would take nearly nine bottles of beer to put as much alcohol into a thirsty man's system as a temperance advocate can get by drinking one bottle of Hostetter's Stomach Bitters. While the "doses" prescribed by the patent medicine manufacturers are only one to two teaspoonfuls several times a day, the opportunity to take more exists, and even small doses of alcohol, taken regularly, cause that craving which is the first step in the making of a drunkard or drug fiend.



called one evening at one of the downtown shops for thirty-nine bottles of Peruna. "There's the money," he said. "The old man wants to get his before it's all gone." Investigation showed that the purchaser was the night engineer of a big downtown building and that the entire working staff had "chipped in" to get a supply of their favorite stimulant.

"But why should any one who wants to get drunk drink Peruna when he can get whisky?" argues the nostrum-maker.

There are two reasons, one of which is that in many places the "medicine" can be obtained and the liquor can not. Maine, for instance, being a prohibition state, does a big business in patent medicines. So does Kansas. So do most of the no-license counties in the South, though a few have recently thrown out the disguised "booze." Indian Territory and Oklahoma, as we have seen, have done so because of Poor Lo's predilection toward curing himself of depression with these remedies, and for a time, at least, Peruna was shipped in in unlabeled boxes.

United States District Attorney Mellette, of the western district of Indian Territory, writes: "Vast quantities of Peruna are shipped into this country, and I have caused a number of persons to be indicted for selling the same, and a few of them have been convicted or have entered pleas of guilty. I could give you hundreds of specific cases of 'Peruna drunk' among the Indians. It is a common beverage among them, used for the purposes of intoxication."

The other reason why Peruna or some other of its class is often the agency of drunkenness instead of whisky is that the drinker of Peruna doesn't want to get drunk, at least she doesn't know that she wants to get drunk. I use the feminine pronoun advisedly, because the remedies of this class are largely supported by women. Lydia Pinkham's variety of drink depends for its popularity chiefly on its alcohol. Paine's Celery Compound relieves depression and lack of vitality on the same principle that a cocktail does, and with the same necessity for repetition. I know an estimable lady from the middle West who visited her dissipated brother in New York—dissipated from her point of view, because she was a pillar of the W. C. T. U., and he frequently took a cocktail before dinner and came back with it on his breath, whereon she would weep over him as one lost to hope. One day, in a mood of brutal exasperation, when he hadn't had his drink and was able to discern the flavor of her grief, he turned on her:

"I'll tell you what's the matter with you," he said. "You're drunk—maudlin drunk!"

She promptly and properly went into hysterics. The physician who attended diagnosed the case more politely, but to the same effect, and ascertained that she had consumed something like a half a bottle of Kilmer's Swamp-Root that afternoon. Now, Swamp-Root is a very creditable "booze," but much weaker in alcohol than most of its class. The brother was greatly amused until he discovered, to his alarm, that his drink-aborring sister couldn't get along without her patent medicine bottle! She was in a fair way, quite innocently, of becoming a drunkard.

Another example of this "unconscious drunkenness" is recorded by the *Journal of the American Medical Association*: "A respected clergyman fell ill and the family physician was called. After examining the patient carefully the doctor asked for a private interview with the patient's adult son.

"I am sorry to tell you that your father undoubtedly is suffering from chronic alcoholism," said the physician.

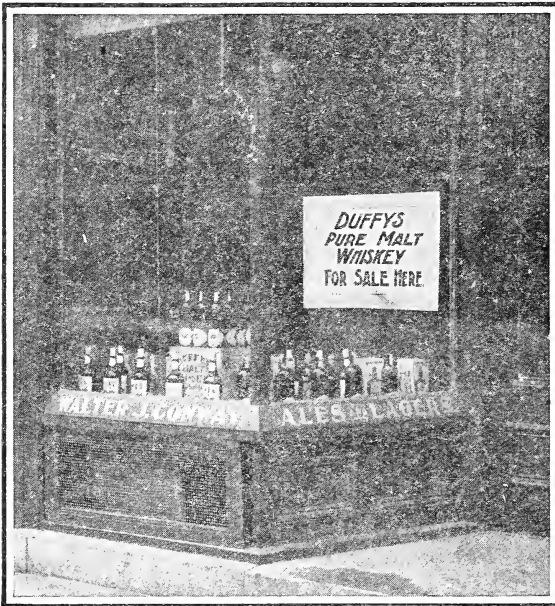
"Chronic alcoholism! Why, that's ridiculous! Father never drank a drop of liquor in his life, and we know all there is to know about his habits."

"Well, my boy, it's chronic alcoholism, nevertheless, and at this present

moment your father is drunk. How has his health been recently? Has he been taking any medicine?"

"Why, for some time, six months, I should say, father has often complained of feeling unusually tired. A few months ago a friend of his recommended Peruna to him, assuring him that it would build him up. Since then he has taken many bottles of it, and I am quite sure that he has taken nothing else."

From its very name one would naturally absolve Duffy's Malt Whiskey from fraudulent pretence. But Duffy's Malt Whiskey is a fraud, for it pretends to be a medicine and to cure all kinds of lung and throat diseases. It is especially favored by temperance folk. "A dessertspoonful four to



A SALOON WINDOW DISPLAY AT AUBURN, N. Y.

This bar-room advertised Duffy's Malt Whiskey, the beverage "indorsed" by the "distinguished divines and temperance workers" pictured below, and displays it with other well-known brands of Bourbon and rye—not as a medicine, but purely as a liquor, to be served, like others, in 15-cent drinks across the bar.

six times a day in water and a tablespoonful on going to bed" (personal prescription for consumptive), makes a fair grog allowance for an abstainer.

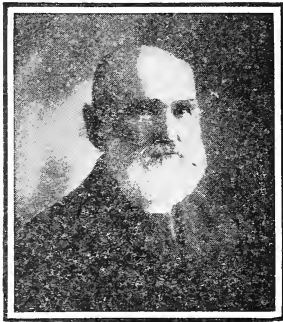
#### Medicine or Liquor?

"You must not forget," writes the doctor in charge, by way of allaying the supposed scruples of the patient, "that taking Duffy's Malt Whiskey in small or medicinal doses is not like taking liquor in large quantities, or as it is usually taken. Taking it a considerable time in medicinal doses,



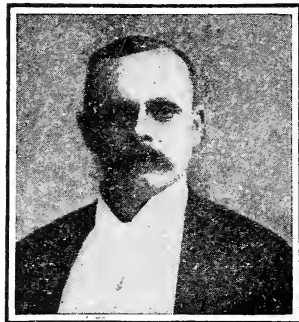
as we direct, leads to health and happiness, while taken the other way it often leads to ruin and decay. If you follow our advice about taking it you will always be in the temperance fold, without qualm of conscience."

It has testimonials ranging from consumption to malaria, and indorsements of the clergy. On the preceding page we reproduce a Duffy advertisement showing the "portraits" of three "clergymen" who consider Duffy's Pure Malt Whiskey a gift of God, and on page 18 a saloon-window display of this product. For the whisky has its recognized place behind the bar, being sold by the manufacturers to the wholesale liquor trade and by them to the saloons, where it may be purchased over the counter for 85 cents a quart. This is cheap, but Duffy's Pure Malt Whiskey is not regarded as a high-class article.



REV. W. N. DUNHAM.

Born in Vermont eighty-two years ago, Mr. Dunham was graduated from the Boston Medical College and practiced medicine until about thirty years ago, when he moved west. There he became a preacher. He occupied the pulpit of the South Cheyenne, Wyoming. Congregational Church for ten years. Two years ago he retired from the pulpit and established a marriage bureau for the accommodation of couples who come over from Colorado to be married. No money was paid by the Duffy's Malt Whiskey people for Dunham's testimonial; but he received about \$10 "to have his picture taken."



"REV." M. N. HOUGHTON.

This is the actual likeness of the "distinguished divine" with the side whiskers in the Duffy whiskey advertisement. Mr. Houghton was for a number of years pastor of the Church of Eternal Hope, of Bradford, Pa. He retired six years ago to enter politics, and is now a deputy Internal Revenue collector. Although a member of the Universalist Church, Mr. Houghton is a spiritualist and delivered orations last summer at the Lily Dale assembly, the spiritualistic "City of Light" located near Dunkirk, N. Y. Mr. Houghton owned racehorses and was a patron of the turf.

Its status has been definitely settled in New York State, where Excise Commissioner Cullinane recently obtained a decision in the supreme court declaring it a liquor. The trial was in Rochester, where the nostrum is made. Eleven supposedly reputable physicians, four of them members of the Health Department, swore to their belief that the whisky contained drugs which constituted it a genuine medicine. The state was able to show conclusively that if remedial drugs were present they were in such small

quantities as to be indistinguishable, and, of course, utterly without value; in short, that the product was nothing more or less than sweetened whisky. Yet the United States government has long lent its sanction to the "medicine" status by exempting Duffy's Pure Malt Whiskey from the federal liquor tax. In fact, the government is primarily responsible for the formal establishment of the product as a medicine, having forced it into the patent medicine ranks at the time when the Spanish war expenses were partly raised by a special tax on nostrums. Up to that time the Duffy product, while asserting its virtues in various ills, made no direct pretence to be anything but a whiskey. Transfer to the patent medicine list cost it, in war taxes, more than \$40,000. By way of getting a *quid pro quo*, the company began ingeniously and with some justification to exploit its liquor as "the only whisky recognized by the government as medicine," and continues so to advertise, although the recent decision of the Internal Revenue Department, providing that all patent medicines which have no medicinal properties other than the alcohol in them must pay a rectifier's tax, relegates it to its proper place. While this decision is not a severe financial blow to the Duffy and their congeners (it means only a few hundred dollars apiece), it is important as officially establishing the "bracer" class on the same footing with whiskey and gin, where they belong. Other "drugs" there are which sell largely, perhaps chiefly, over the bar, Hostetter's Bitters and Damiana Bitters being prominent in this class.

When this series of articles was first projected *Collier's* received a warning from "Warner's Safe Cure," advising that a thorough investigation would be wise before "making any attack" on that preparation. I have no intention of "attacking" this company or any one else, and they would have escaped notice altogether, because of their present unimportance, but for their letter. The suggested investigation was not so thorough as to go deeply into the nature of the remedy, which is an alcoholic liquid, but it developed this interesting fact: Warner's Safe Cure, together with all the Warner remedies, is leased, managed and controlled by the New York and Kentucky Distilling Company, manufacturers of standard whiskeys, which do not pretend to remedy anything but thirst. Duffy's Malt Whiskey is another subsidiary company of the New York and Kentucky concern. This statement is respectfully submitted to temperance users of the Malt Whiskey and the Warner remedies.

#### Some Alcohol Percentages.

Hostetter's Bitters contain, according to an official state analysis, 44 per cent of alcohol; Lydia Pinkham appeals to suffering womanhood with 20 per cent. of alcohol; Hood's Sarsaparilla cures "that tired feeling" with 18 per cent.; Burdock's Blood Bitters, with 25 per cent.; Ayer's Sarsaparilla, with 26 per cent., and Paine's Celery Compound, with 21 per cent. The fact is that any of these remedies could be interchanged with Peruna or with each other, so far as general effect goes, though the iodid of potassium in the sarsaparilla class might have some effect (as likely to be harmful as helpful) which would be lacking in the simpler mixtures.

If this class of nostrum is so harmful, asks the attentive reader of newspaper advertising columns, how explain the indorsements of so many people of prominence and reputation? "Men of prominence and reputation" in this connection means Peruna, for Peruna has made a specialty of high government officials and people in the public eye. In a self-gratulatory dissertation the Peruna Company observes in substance that, while the leading minds of the nation have hitherto shrunk from the publicity attendant on commending any patent medicine, the transcendent virtues of Peruna have overcome this amiable modesty, and one and all, they stand forth its avowed champions. This is followed by an ingenious document headed,

"Fifty Members of Congress Send Letters of Indorsement to the Inventor of the Great Catarrh Remedy, Pe-ru-na," and quoting thirty-six of the letters. Analysis of these letters brings out the singular circumstance that in twenty-one of the thirty-six there is no indication that the writer has ever tasted the remedy which he so warmly praises. As a sample, and for the benefit of lovers of ingenious literature, I reprint the following from a humorous member of Congress:

"My secretary had as bad a case of catarrh as I ever saw, and since he has taken one bottle of Peruna he seems like a different man.

"Taylorville, N. C.

ROMULUS Z. LINNEY."

The famous letter of Admiral Schley is a case in point. He wrote to the Peruna Company:

"I can cheerfully say that Mrs. Schley has used Peruna, and I believe with good effect. [Signed] W. S. SCHLEY."

This indorsement went the rounds of the country in half-page blazonry, to the consternation of the family's friends. Admiral Schley seems to have appreciated that this use of his name was detrimental to his standing. He wrote to a Columbus religious journal the following letter:

"1826 I STREET, WASHINGTON, D. C., Nov. 10, 1904.

"*Editor Catholic Columbian*:—The advertisement of the Peruna Company, inclosed, is made without any authority or approval from me. When it was brought to my attention first I wrote the company a letter, stating that the advertisement was offensive and must be discontinued. Their representative here called on me and stated he had been directed to assure me no further publication would be allowed, as it was without my sanction.

"I would say that the advertisement has been made without my knowledge or consent and is an infringement of my rights as a citizen.

"If you will kindly inform me what the name and date of the paper was in which the inclosed advertisement appeared I shall feel obliged.

"Very truly yours,

W. S. SCHLEY."

Careful study of this document will show that this is no explicit denial of the testimonial. But who gives careful study to such a letter? On the face of it, it puts the Peruna people in the position of having forged their advertisement. Ninety-nine people out of a hundred would get that impression. Yet I have seen the testimonial, signed with Admiral Schley's name and interlined in the same handwriting as the signature, and I have seen another letter, similarly signed, stating that Admiral Schley had not understood that the letter was to be used for such advertising as the recipient based on it. If these letters are forgeries the victim has his recourse in the law. They are on file at Columbus, Ohio, and the Peruna Company would doubtless produce them in defense of a suit.

#### What the Government Can Do.

One thing that the public has a right to demand in its attitude toward the proprietary medicines containing alcohol: that the government carry out rigidly its promised policy no longer to permit liquors to disguise themselves as patent medicines, and thereby escape the tax which is put on other (and probably better) brands of intoxicants. One other demand it should make on the purveyors of the concoctions: that they label every bottle with the percentage of alcohol it contains; then the innocent clergyman who writes testimonials to Duffy, and the W. C. T. U. member who indorses Peruna, Lydia Pinkham, Warner, and their compeers, will know when they imbibe their "tonics," "invigorators," "swamp roots," "bitters," "nerve-builders," or "spring medicines," that they are sipping by the tablespoon or wineglassful what the town tippler takes across the license-paying bar.

### III.—LIQUOZONE.

Twenty years ago the microbe was making a great stir in the land. The public mind, ever prone to exaggerate the importance and extent of any new scientific discovery, ascribed all known diseases to microbes. The infinitesimal creature with the mysterious and unpleasant attributes became the leading topic of the time. Shrewdly appreciating this golden opportunity, a quack genius named Radam invented a drug to slay the new enemy of mankind and gave it his name. Radam's Microbe Killer filled the public prints with blazonry of its lethal virtues. As it consisted of a mixture of muriatic and sulphuric acids, with red wine, any microbe which took it was like to fare hard; but the ingenious Mr. Radam's method of administering it to its intended prey via the human stomach failed to commend itself to science, though enormously successful in a financial sense through flamboyant advertising.

#### Liquozone "Cures" Thirty-seven Varieties.

In time some predaceous bacillus, having eluded the "killer," carried off its inventor. His nostrum soon languished. To-day it is little heard of, but from the ashes of its glories has risen a mightier successor, Liquozone. Where twenty years ago the microbe reveled in publicity, to-day we talk of germs and bacteria; consequently Liquozone exploits itself as a germicide and bactericide. It dispenses with the red wine of the Radam concoction and relies on a weak solution of sulphuric and sulphurous acids, with an occasional trace of hydrochloric or hydrobromic acid. Mostly it is water, and this is what it "cures":

"Asthma,  
Abscess—Anemia,  
Bronchitis,  
Blood Poison,  
Bowel Troubles,  
Coughs—Colds,  
Consumption,  
Contagious Diseases,  
Cancer—Catarrh,  
Dysentery—Diarrhea,  
Dyspepsia—Dandruff,  
Eczema—Erysipelas,  
Fevers,

Gallstones,  
Goiter—Gout,  
Hay Fever—Influenza,  
La Grippe,  
Leucorrhea,  
Malaria—Neuralgia,  
Piles—Quinsy,  
Rheumatism,  
Scrofula,  
Skin Diseases,  
Tuberculosis,  
Tumors—Ulcers,  
Throat Troubles

—all diseases that begin with fever—all inflammations—all catarrh—all contagious diseases—all the results of impure or poisoned blood. In nervous diseases Liquozone acts as a vitalizer, accomplishing what no drugs can do."

These diseases it conquers by destroying, in the human body, the germs which cause (or are alleged to cause) them. Such is Liquozone's claim.

Yet the Liquozone Company is not a patent medicine concern. We have their word for it:

"We wish to state at the start that we are not patent medicine men, and their methods will not be employed by us. . . . Liquozone is too important a product for quackery."

The head and center of this non-patent medicine cure-all is Douglas Smith.

Mr. Smith is by profession a promoter. He is credited with a keen vision for profits. Several years ago he ran on a worthy ex-piano dealer, a Canadian by the name of Powley (we shall meet him again, trailing clouds of glory in a splendid metamorphosis), who was selling with some success a mixture known as Powley's Liquefied Ozone. This was guaranteed to kill any disease germ known to science. Mr. Smith examined into the possibilities of the product, bought out Powley, moved the business to Chicago, and organized it as the Liquid Ozone Company. Liquid air was then much in the public prints. Mr. Smith, with the intuition of genius, and something more than genius' contempt for limitations, proceeded to catch the public eye with this frank assertion: "Liquozone is liquid oxygen—that is all."

It is enough. That is, it would be enough if it were but true. Liquid oxygen doesn't exist above a temperature of 229 degrees below zero. One spoonful would freeze a man's tongue, teeth and throat to equal solidity before he ever had time to swallow. If he could, by any miracle, manage to get it down, the undertaker would have to put him on the stove to thaw him out sufficiently for a respectable burial. Unquestionably Liquozone, if it were liquid oxygen, would kill germs, but that wouldn't do the owner of the germs much good, because he'd be dead before they had time to realize that the temperature was falling. That it would cost a good many dollars an ounce to make is, perhaps, beside the question. The object of the company was not to make money, but to succor the sick and suffering. They say so themselves in their advertising. For some reason, however, the business did not prosper as its new owner had expected. A wider appeal to the sick and suffering was needed. Claude C. Hopkins, formerly advertising manager for Dr. Shoop's Restorative (also a cure-all) and perhaps the ablest exponent of his specialty in the country, was brought into the concern and a record-breaking campaign was planned. This cost no little money, but the event proved it a good investment. President Smith's next move showed him to be the master of a silver tongue, for he persuaded the members of a very prominent law firm who were acting as the company's attorneys to take stock in the concern, and two of them to become directors. These gentlemen represent, in Chicago, something more than the high professional standing of their firm; they are prominent socially and forward in civic activities; in short, just the sort of people needed by President Smith to bulwark his dubious enterprise with assured respectability.

### The Men Who Back the Fake.

In the Equitable scandal there has been plenty of evidence to show that directors often lend their names to enterprises of which they know practically nothing. This seems to have been the case with the lawyers. One point they brought up: was Liquozone harmful? Positively not, Douglas Smith assured them. On the contrary, it was the greatest boon to the sick in the world's history, and he produced an impressive bulk of testimonials. This apparently satisfied them; they did not investigate the testimonials, but accepted them at their face value. They did not look into the advertising methods of the company; as nearly as I can find out, they never saw an advertisement of Liquozone in the papers until long afterward. They just became stockholders and directors, that is all. They did as hundreds of other upright and well-meaning men had done in lending themselves to a business of which they knew practically nothing.

While the lawyers continued to practice law, Messrs. Smith and Hopkins were running the Liquozone Company. An enormous advertising campaign was begun. Pamphlets were issued containing testimonials and claiming



the soundest professional backing. Indeed, this matter of expert testimony, chemical, medical, and bacteriologic, is a specialty of Liquozone. Today, despite its reforms, it is supported by an ingenious system of pseudo-scientific charlatanism. In justice to Mr. Hopkins it is but fair to say that he is not responsible for the basic fraud; that the general scheme was devised and most of the bogus or distorted medical letters arranged before his advent. But when I came to investigate the product a few months ago I found that the principal defense against attacks consisted of scientific statements that would not bear analysis and medical letters not worth the paper they were written on. In the first place the Liquozone people have letters from chemists asseverating that the compound is chemically scientific.

#### Faked and Garbled Indorsements.

Messrs. Dickman, Mackenzie & Potter, of Chicago, furnish a statement to the effect that the product is "made up on scientific principles, contains no substance deleterious to health and is an antiseptic and germicide of the highest order." As chemists the Dickman firm stands high, but if sulphuric

#### ANALYSIS OF LIQUOZONE.

SULPHURIC ACID - - About nine-tenths of one per cent.  
 SULPHUROUS ACID - About three-tenths of one per cent.  
 WATER - - - - - Nearly ninety-nine per cent.

*Sulphuric acid is oil of vitriol. Sulphurous acid is also a corrosive poison. Liquozone is the combination of these two heavily diluted.*

and sulphurous acids are not deleterious to their health there must be something peculiar about them as human beings. Mr. Deavitt of Chicago makes affidavit that the preparation is not made by compounding drugs. A St. Louis bacteriologist testifies that it will kill germs (in culture tubes), and that it has apparently brought favorable results in diarrhea, rheumatism, and a finger which a guinea-pig had gnawed. These and other technical indorsements are set forth with great pomp and circumstance, but when analyzed they fail to bear out the claims of Liquozone as a medicine. Any past investigation into the nature of Liquozone has brought a flood of "indorsements" down on the investigator, many of them medical. My inquiries have been largely along medical lines, because the makers of the drug claim the private support of many physicians and medical institutions, and such testimony is the most convincing. "Liquozone has the indorsement of an overwhelming number of medical authorities," says one of the pamphlets.

One of the inclosures sent to me was a letter from a young physician on the staff of the Michael Reese Hospital, Chicago, who was paid \$25 to make bacteriologic tests in pure cultures. He reported: "This is to certify that the fluid Liquozone handed to me for bacteriologic examination has shown bacteriologic and germicidal properties." At the same time he in-

formed the Liquozone agent that the mixture would be worthless medicinally. He writes me as follows: "I have never used or indorsed Liquozone; furthermore, its action would be harmful when taken internally. Can report a case of gastric ulcer due probably to its use."

Later in my investigations I came on this certificate again. It was quoted, in a report on Liquozone, made by the head of a prominent Chicago laboratory for a medical journal, and it was designated, "Report made by the Michael Reese Hospital," without comment or investigation. This surprising garbling of the facts may have been due to carelessness, or it may have some connection with the fact that the laboratory investigator was about that time employed to do work for Mr. Douglas Smith, Liquozone's president.

Another document is an enthusiastic "puff" of Liquozone, quoted as being contributed by Dr. W. H. Myers in *The New York Journal of Health*. There is not nor ever has been any such magazine as *The New York Journal of Health*. Dr. W. H. Myers, or some person masquerading under that name, got out a bogus "dummy" (for publication only, and not as guarantee of good faith), at a small charge to the Liquozone people.

For convenience, I list several letters quoted or sent to me, with the result of investigations.

The Suffolk Hospital and Dispensary of Boston, through its president, Albert C. Smith, writes: "Our test shows it (Liquozone) to possess great remedial value." The letter I have found to be genuine. But the hospital medical authorities say they know nothing of Liquozone and never prescribe it. If President Smith is prescribing it he is liable to arrest, as he is not an M.D.

A favoring letter from "Dr." Fred W. Porter of Tampa, Fla., is quoted. The Liquozone recipients of the letter forgot to mention that "Dr." Porter is not an M.D., but a veterinary surgeon, as is shown by his letter head.

Dr. George E. Bliss of Maple Rapids, Mich., has used Liquozone for cancer patients. Dr. Bliss writes me, under the flaming headline of his "cancer cure," that his letter is genuine, and "not solicited."

Dr. A. A. Bell of Madison, Ga., is quoted as saying: "I found Liquozone to invigorate digestion." He is *not* quoted (although he wrote it) as saying that his own personal experience with it had shown it to be ineffective. I have seen the original letter, and the unfavorable part of it was blue-penciled.

For a local indorsement of any medicine, perhaps as strong a name as could be secured in Chicago is that of Dr. Frank Billings. In the offices of *Collier's* and elsewhere Dr. Billings has been cited by the Liquozone people as one of those medical men who were prevented only by ethical considerations from publicly indorsing their nostrum, but who nevertheless, privately avowed confidence in it. Here is what Dr. Billings has to say of this:

CHICAGO, ILL., July 31, 1905.

To the Editor of *Collier's Weekly*:

Dear Sir:—I have never recommended Liquozone in any way to any one, nor have I expressed to any representative of the Liquozone Company, or to any other person, an opinion favorable to Liquozone.

(Signed).

FRANK BILLINGS, M.D.

Under the heading, "Some Chicago Institutions which Constantly Employ Liquozone," are cited Hull House, the Chicago Orphan Asylum, the Home for Incurables, the Evanston Hospital, and the Old People's Home.

Letters to the institutions elicited the information that Hull House had

never used the nostrum, and had protested against the statement; that the Orphan Asylum had experimented with it only for external applications, and with such dubious results that it was soon dropped; that it had been shut out of the Home for Incurables; that a few private patients in the Old People's Home had purchased it, but on no recommendation from the physicians; and that the Evanston Hospital knew nothing of Liquozone and had never used it.

Having a professional interest in the "overwhelming number of medical indorsements" claimed by Liquozone, a Chicago physician, Dr. W. H. Felton, went to the company's offices and asked to see the medical evidence. None was forthcoming; the lists, he was informed, were in the press and could not be shown. He then asked for the official book for physicians advertised by the firm, containing "a great deal of evidence from authorities whom all physicians respect." This also, they said, was "in the press." As a matter of fact, it has never come out of the press and never will; the special book project has been dropped.

One more claim and I am done with the "scientific evidence." In a pamphlet issued by the company and since withdrawn, occurs this sprightly sketch:

"Liquozone is the discovery of Professor Pauli, the great German chemist, who worked for twenty years to learn how to liquefy oxygen. When Pauli first mentioned his purpose men laughed at him. The idea of liquefying gas—of circulating a liquid oxygen in the blood—seemed impossible. But Pauli was one of those men who set their whole hearts on a problem and follow it out either to success or to the grave. So Pauli followed out this problem though it took twenty years. He clung to it through discouragements which would have led any lesser man to abandon it. He worked on it despite poverty and ridicule," etc.

#### **Liquozone Kills a Great German Scientist.**

Alas for romance! The scathing blight of the legal mind descended on this touching story. The lawyer-directors would have none of "Professor Pauli, the great German chemist," and Liquozone destroyed him, as it had created him. Not totally destroyed, however, for from those rainbow wrappings, now dissipated, emerges the humble but genuine figure of our old acquaintance, Mr. Powley, the ex-piano man of Toronto. He is the prototype of the Teutonic savant. So much the Liquozone people now admit, with the defence that the change of Powley to Pauli was, at most, a harmless flight of fancy, "so long as we were not attempting to use a name famous in medicine or bacteriology in order to add prestige to the product." A plea which commends itself by its ingeniousness at least.

Gone is "Professor Pauli," and with him much of his kingdom lies. In fact, I believe there is no single definite intentional misstatement in the new Liquozone propaganda. For some months there has been a cessation of all advertising, and an overhauling of materials under the censorship of the lawyer-directors, who were suddenly aroused to the real situation by a storm of protest and criticism, and, rather late in the day, began to "sit up and take notice." The company has recently sent me a copy of the new booklet on which all their future advertising is to be based. The most important of their fundamental misstatements to go by the board is "Liquozone is liquid oxygen." "Liquozone contains no free oxygen," declares the revision frankly. No testimonials are to be printed. The faked and garbled letters are to be dropped from the files. There is no claim of "overwhelming medical indorsement." Nor is the statement anywhere

made that Liquozone will *cure* any of the diseases in which it is recommended. Yet such is the ingenuity with which the advertising manager has presented his case that the new newspaper exploitation appeals to the same hopes and fears, with the same implied promises, as the old. "I'm well because of Liquozone," in huge type, is followed by the list of diseases "where it applies." And the new list is more comprehensive than the old.

### All Ills Look Alike to Liquozone.

Just as to Peruna all ills are catarrh, so to Liquozone every disease is a germ disease. Every statement in the new prospectus of cure "has

**Hydrozone**  
is a  
**Positive Preventive of**  
**Yellow Fever**

A scientific, absolutely harmless germicide, universally indorsed and successfully used by the best physicians. You can absolutely safeguard yourself against the fever by taking a teaspoonful of Hydrozone in each tumbler of water you drink. Sold by best druggists. None genuine without my signature.

*Charles Marchand*

63 E Prince Street, N. Y.

FREE.—Send for "How to prevent and cure disease," and special instructions how to avoid and cure YELLOW FEVER.

### A RIVAL TO LIQUOZONE.

Advertisements of a "remedy" which has been fighting Liquozone as an "imitator," and which here makes a claim as extreme as any ever put forth by the Chicago sulphuric-acid mixture.

been submitted to competent authorities, and is exactly true and correct," declares the recently issued pamphlet, "Liquozone and Tonic Germicide;" and the pamphlet goes on to ascribe, among other ills, asthma, gout, neuralgia, dyspepsia, goiter, and "most forms of kidney, liver and heart troubles" to germs. I don't know just which of the eminent authorities who have been working for the Liquozone Company fathers this remarkable and epoch-making discovery. It might be Professor Pauli, or perhaps the sulphuric-

acid-proof firm of Dickman & Mackenzie. Whoever it is ought to make the definite facts public, in the interests of humanity as well as their own. Monuments of discarded pill-boxes will celebrate the Liquozone savant who has determined that dyspepsia is a germ trouble. The discovery that gout is caused by the bite of a bacillus and not by uric acid is almost as important an addition to the sum of human knowledge as the determination of a definite organism that produces the twinges of neuralgia, while the germ of heart disease will be acclaimed with whoops of welcome from the entire medical profession.

Unfortunately, the writer of the Liquozone pamphlet, and the experts who edited it, got a little mixed on their germs in the matter of malaria. "Liquozone is deadly to vegetable matter, but helpful to animals," declares the pamphlet. . . . "Germs are vegetables"—and that is the reason that Liquozone kills them. But malaria, which Liquozone is supposed to cure, is positively known to be due to animal organisms in the blood, not vegetable. Therefore, if the claims are genuine, Liquozone, being "helpful to animals," will aid and abet the malaria organism in his nefarious work, and the Liquozone Company, as well-intentioned men, working in the interests of health, ought to warn all sufferers of this class from use of their animal-stimulator.

The old claim is repeated that nothing enters into the production of Liquozone but gases, water and a little harmless coloring matter, and that the process requires large apparatus and from eight to fourteen days' time. I have seen the apparatus, consisting of huge wooden vats, and can testify to their impressive size. And I have the assurance of several gentlemen whose word (except in print) I am willing to take, that fourteen days' time is employed in impregnating every output of liquid with gas. The result, so far as can be determined chemically or medicinally, is precisely the same as could be achieved in fourteen seconds by mixing the acids with the water. The product is still sulphurous and sulphuric acid heavily diluted, that is all.

Will the compound destroy germs in the body? This is, after all, the one overwhelmingly important point for determination; for if it will, all the petty fakers and forgery, the liquid oxygen and Professor Pauli and the mythical medical journalism may be forgiven. For more than four months now *Collier's* has been patiently awaiting some proof of the internal germicidal qualities of Liquozone. None has been forthcoming except specious generalities from scientific employes of the company—and testimonials. The value of testimonials as evidence is considered in a later article. Liquozone's are not more convincing than others. Of the chemists and bacteriologists employed by the Liquozone Company there is not one who will risk his professional reputation on the simple and essential statement that Liquozone taken internally kills germs in the human system. One experiment has been made by Mr. Schcen of Chicago, which I am asked to regard as indicating in some degree a deterrent action of Liquozone on the disease of the anthrax. Of two guinea-pigs inoculated with anthrax, one which was dosed with Liquozone survived the other, not thus treated, by several hours. Bacteriologists employed by us to make a similar test failed, because of the surprising fact that the dose as prescribed by Mr. Schoen promptly killed the first guinea-pig to which it was administered. A series of guinea-pig tests was then arranged (the guinea-pig is the animal which responds to germ infection most nearly as the human organism responds), at which Dr. Gradwohl, representing the Liquozone Company, was present, and in which he took part. The report follows:

# LEDERLE LABORATORIES.

*Sanitary, Chemical and Bacteriologic Investigations.*

518 FIFTH AVENUE.

NEW YORK CITY.

October 21, 1905.

*Anthrax Test.* Twenty-four guinea-pigs were inoculated with anthrax bacilli, under the same conditions, the same amount being given to each. The representative of the Liquozone people selected the twelve pigs for treatment. These animals were given Liquozone in 5 c.c. doses for three hours. In twenty-four hours all pigs were dead—the treated and the untreated ones.

*Second Anthrax Test.* Eight guinea-pigs were inoculated under the same conditions with a culture of anthrax sent by the Liquozone people. Four of these animals were treated for three hours with Liquozone as in the last experiments. These died also in from thirty-six to forty-eight hours, as did the remaining four.

*Diphtheria Test.* Six guinea-pigs were inoculated with diphtheria bacilli and treated with Liquozone. They all died in from forty-eight to seventy-two hours. Two out of three controls (i. e., untreated guinea-pigs) remained alive after receiving the same amount of culture.

*Tuberculosis Test.* Eight guinea-pigs were inoculated with tubercle bacilli. Four of these animals were treated for eight hours with 5 c.c. of a 20 per cent. solution of Liquozone. Four received no Liquozone. At the end of twenty-four days all the animals were killed.

Fairly developed tuberculosis was present in all.

To summarize, we would say that the Liquozone had absolutely no curative effect, but did, when given in pure form, lower the resistance of the animals, so that they died a little earlier than those not treated.

LEDERLE LABORATORIES.

*By Ernst J. Lederle.*

Dr. Gradwohl, representing the Liquozone Company, stated that he was satisfied of the fairness of the tests. He further declared that in his opinion the tests had proved satisfactorily the total ineffectiveness of Liquozone as an internal germicide.

But these experiments show more than that. They show that in so far as Liquozone has any effect, it tends to lower the resistance of the body to an invading disease. That is, in the very germ diseases for which it is advocated, *Liquozone may decrease the chances of the patient's recovery with every dose that is swallowed, but certainly would not increase them.*

In its own field Liquozone is *sui generis*. On the ethical side, however, there are a few "internal germicides," and one of these comes in for mention here, not that it is the least like Liquozone in its composition, but because by its monstrous claims it challenges comparison.

Since the announcement of this article, and before, *Collier's* has been in receipt of much virtuous indignation from a manufacturer of remedies which, he claims, Liquozone copies. Charles Marchand has been the most active enemy of the Douglas Smith product. He has attacked the makers in print, organized a society, and established a publication mainly devoted to their destruction, and circulated far and wide injurious literature (most of it true) about their product. Of the relative merits of Hydrozone, Glycozone (Marchand's products), and Liquozone, I know nothing; but I know that the Liquozone Company has never in its history put forth so shameful an advertisement as the one produced on page 28, signed by Marchand, and printed in the *New Orleans States* when the yellow-fever scare was at its height.

And Hydrozone is an "ethical" remedy; its advertisements are to be found in reputable medical journals.

### **The Same Old Fake.**

Partly by reason of Marchand's energy, no nostrum in the country has been so widely attacked as the Chicago product. Occasional deaths, attributed (in some cases unjustly) to its use, have been made the most of, and scores of analyses have been printed, so that in all parts of the country the true nature of the nostrum is beginning to be understood. The prominence of its advertising and the reckless breadth of its claims have made it a shining mark. North Dakota has forbidden its sale. San Francisco has decreed against it; so has Lexington, Ky., and there are signs that it will have a fight for its life soon in other cities. It is this looming danger that impelled Liquozone to an attempted reform last summer. Yet, in spite of the censorship of its legal lights, in spite of the revision of its literature by its scientific experts, in spite of its ingenious avoidance of specifically false claims in the advertising which is being scattered broadcast to-day, Liquozone is now what it was before its rehabilitation, a fraud which owes its continued existence to the laxity of our public health methods and the cynical tolerance of the national conscience.

## IV.—THE SUBTLE POISONS.

Ignorance and credulous hope make the market for most proprietary remedies. Intelligent people are not given largely to the use of the glaringly advertised cure-alls such as Liquozone and Peruna. Nostrums there are, however, which reach the thinking classes as well as the readily gulled. Depending, as they do, for their success on the lure of some subtle drug concealed under a trademark name, or some opiate not readily obtainable under its own label, these are the most dangerous of all quack medicines, not only in their immediate effect, but because they create enslaving appetites, sometimes obscure and difficult of treatment, most often tragically obvious. Of these concealed drugs the headache powders are the most widely used, and of the headache powders Orangeine is the most conspicuous.

Orangeine prints its formula. It is, therefore, its proprietors claim, not a secret remedy. But to all intents and purposes, it *is* secret, because to the uninformed public the vitally important word "acetanilid" in the formula means little or nothing. Worse than its secrecy is its policy of careful and dangerous deception. Orangeine, like practically all the headache powders, is simply a mixture of acetanilid with less potent drugs. Of course, there is no orange in it, except the orange hue of the boxes and wrappers which is its advertising symbol. But this is an unimportant deception. The wickedness of the fraud lies in this: that whereas the nostrum, by virtue of its acetanilid content, thins the blood, depresses the heart, and finally undermines the whole system, it claims to *strengthen the heart and to produce better blood*. Thus far in the patent medicine field I have not encountered so direct and specific an inversion of the true facts.

Recent years have added to the mortality records of our cities a surprising and alarming number of sudden deaths from heart failure. In the year 1902 New York City alone reported a death rate from this cause of 1.34 per thousand of population; that is about six times as great as the typhoid fever death record. It was about that time that the headache powders were being widely advertised, and there is every reason to believe that the increased mortality, which is still in evidence, is due largely to the secret weakening of the body by acetanilid. Occasionally a death occurs so definitely traceable to this poison that there is no room for doubt, as in the following report by Dr. J. L. Miller, of Chicago, in the *Journal of the American Medical Association*, on the death of Mrs. Frances Robson:

"I was first called to see the patient, a young lady, physically sound, who had been taking Orangeine powders for a number of weeks for insomnia. The rest of the family noticed that she was very blue, and for this reason I was called. When I saw the patient she complained of a sense of faintness and inability to keep warm. At this time she had taken a box of six Orangeine powders within about eight hours. She was warned of the danger of continuing the indiscriminate use of the remedy, but insisted that many of her friends had used it, and claimed that it was harmless. The family promised to see that she did not obtain any more of the remedy. Three days later, however, I was called to the house and found the patient dead. The family said that she had gone to her room the evening before in her usual health. The next morning, the patient not appearing, they investigated and found her dead. The case was reported to the coroner, and the coroner's verdict was: 'Death was from the effect of an overdose of



Orangeine powders administered by her own hand, whether accidentally or otherwise, unknown to the jury.”

Last July an 18-year-old Philadelphia girl got a box of Orangeine powders at a drug store, having been told that they would cure headache. There was nothing on the label or in the printed matter inclosed with the preparation warning her of the dangerous character of the nostrum. Following the printed advice, she took two powders. In three hours she was dead. Coroner Dugan’s verdict follows:

“Mary A. Bispels came to her death from kidney and heart disease, aggravated by poisoning by acetanilid taken in Orangeine headache powders.”

### Prescribing Without Authority.

Yet this poison is being recommended every day by people who know nothing of it and nothing of the susceptibility of the friends to whom they advocate it. For example, here is a testimonial from the Orangeine booklet:

“Miss A. A. Phillips, 66 Powers street, Brooklyn, writes: ‘I always keep Orangeine in my desk at school, and through its frequent applications to the sick I am called both “doctor and magician.”’”

If the school herein referred to is a public school, the matter is one for the Board of Education; if a private school, for the Health Department or the county medical society. That a school teacher should be allowed to continue giving, however well meaning her foolhardiness may be, a harmful and possibly fatal dose to the children intrusted to her care seems rather a significant commentary on the quality of watchfulness in certain institutions.

Obscurity as to the real nature of the drug, fostered by careful deception, is the safeguard of the acetanilid vender. Were its perilous quality known, the headache powder would hardly be so widely used. And were the even more important fact that the use of these powders becomes a habit, akin to the opium or cocain habits, understood by the public, the repeated sales which are the basis of Orangeine’s prosperity would undoubtedly be greatly cut down. Orangeine fulfills the prime requisite of a patent medicine in being a good “repeater.” Did it not foster its own demand in the form of a persistent craving, it would hardly be profitable. Its advertising invites to the formation of an addiction to the drug. “Get the habit,” it might logically advertise, in imitation of a certain prominent exploitation along legitimate lines. Not only is its value as a cure for nervousness and headaches insisted on, but its prospective dupes are advised to take this powerful drug as a *bracer*.

“When, as often, you reach home tired in body and mind . . . take an Orangeine powder, lie down for thirty minutes’ nap—if possible—anyway, relax, then take another.”

“To induce sleep, take an Orangeine powder immediately before retiring. When wakeful, an Orangeine powder will have a normalizing, quieting effect.”

It is also recommended as a good thing to begin the day’s work on in the morning—that is, take Orangeine, night, morning and between meals!

These powders pretend to cure asthma, biliousness, headaches, colds, catarrh and grip (dose: powder every four hours during the day for a week!—a pretty fair start on the Orangeine habit), diarrhea, hay fever, insomnia, influenza, neuralgia, seasickness and sciatica.

Of course, they do not cure any of these; they do practically nothing but give temporary relief by depressing the heart. With the return to normal conditions of blood circulation comes a recurrence of the nervousness,

headache, or what not, and the incentive to more of the drug, until it becomes a necessity. In my own acquaintance, I know half a dozen persons who have come to depend on one or another of these headache preparations to keep them going. One young woman whom I have in mind told me quite innocently that she had been taking five or six Orangeine powders a day

#### AN ACETANILID DEATH RECORD.

*This list of fatalities is made up from statements published in the newspapers. In every case the person who died had taken to relieve a headache or as a bracer a patent medicine containing acetanilid, without a doctor's prescription. This list does not include the case of a dog in Altoona, Pa., which died immediately on eating some sample headache powders. The dog did not know any better.*

Mrs. Minnie Bishop, Louisville, Ky.; Oct. 16, 1903.  
 Mrs. Mary Cusick and Mrs. Julia Ward, of 172 Perry Street, New York City; Nov. 27, 1903.  
 Fred. P. Stock, Scranton, Pa.; Dec. 7, 1903.  
 C. Frank Henderson, Toledo, O.; Dec. 13, 1903.  
 Jacob E. Staley, St. Paul, Mich.; Feb. 18, 1904.  
 Charles M. Scott, New Albany, Ind.; March 15, 1904.  
 Oscar McKinley, Pittsburg, Pa.; April 13, 1904.  
 Otis Staines, student at Wabash College, April 13, 1904.  
 Mrs. Florence Rumsey, Clinton, Ia.; April 23, 1904.  
 Jenny McGee, Philadelphia, Pa.; May 26, 1904.  
 Mrs. William Mabee, Leoni, Mich.; Sept. 9, 1904.  
 Mrs. Jacob Friedman, of South Bend, Ind.; Oct. 19, 1904.  
 Miss Libbie North, Rockdale, N. Y.; Oct. 26, 1904.  
 Margaret Hanahan, Dayton, O.; Oct. 29, 1904.  
 Samuel Williamson, New York City; Nov. 21, 1904.  
 George Kublish, St. Louis, Mo.; Nov. 24, 1904.  
 Robert Breck, St. Louis, Mo.; Nov. 27, 1904.  
 Mrs. Harry Haven, Oriskany Falls, N. Y.; Jan. 17, 1905.  
 Mrs. Jennie Whyler, Akron, O.; April 3, 1905.  
 Mrs. Augusta Strothmann, St. Louis, Mo.; June 20, 1905.  
 Mrs. Mary A. Bispels, Philadelphia, Pa.; July 2, 1905.  
 Mrs. Thos. Patterson, Huntington, W. Va.; Aug. 15, 1905.

Some of these victims died from an alleged overdose; others from the prescribed dose. In almost every instance the local papers suppressed the name of the fatal remedy.

for several months, having changed from Koehler's powders when some one told her that the latter were dangerous! Because of her growing paleness her husband had called in their physician, but neither of them had mentioned the little matter of the nostrum, having accepted with a childlike faith the asseverations of its beneficent qualities. Yet they were of an order of intelligence that would scoff at the idea of drinking Swamp-Root or

Peruna. That particular victim had the beginning of the typical blue skin pictured in the street-car advertisements of Orangeine (the advertisements are a little mixed, as they put the blue hue on the "before taking," whereas it should go on the "after taking"). And, by the way, I can conscientiously recommend Orangeine, Koehler's powders, Royal Pain powders and others of that class to women who wish for a complexion of a dead, pasty white,

**State of Indiana, Madison County, ss:**

I, **Charles Trueblood,**  
 Sheriff of said County, having examined the body of  
**William H. Hawkins,**  
 and heard the testimony of the witnesses, who said and to whom he is hereby attached, do hereby certify that the said deceased  
 came to his death this **9th** day of **October** A.D. **1915**  
 From paralysis of circulation caused by taking Doctor Davis's Headache  
 powders. Said William H. Hawkins, a resident of Indianapolis Ind., had  
 come to Madison County via Indiana Union Traction CO., on local business  
 had transacted said business and re-entered a car of Ind. Union Traction  
 CO., for Marion Indiana, where he expired while seated in said car.

The said deceased being a male of the race of **Caucasian** about **50** years.  
 Height **5** feet and **9** inches in height, **Steel Gray** hair.  
 Eyes **Blue** eyes **Fair** complexion, approximate weight **150** lbs.  
 Teeth **\_\_\_\_\_** no marks on his person at the time of death  
 and had on his person at the time of death  
 Cash \$13.08; check on Peoples deposit bank at Indianapolis Indiana  
 \$13.08; one gold watch; one pocket knife; one bunch of keys; one pair  
 of nose glasses; Deputy Constables badge; U. T. CO., ticket to Indianapolis  
 U. T. CO., ticket to Marion Ind. from Anderson Ind. Three Indianapolis  
 City street car tickets; Pass from Indianapolis Union R. R. CO.,  
 Certificate of Membership of Commercial Club; Copy of farm lease between  
 William H. Hawkins and Edwin J. Miller; Note for \$50.00 signed by E. F.  
 Cook; One gold ring; also other papers and clippings of value and  
 several of Doctor Davis's Headache powders.

That came into my hands as Coroner  
 IN WITNESS WHEREOF, I have hereunto set my hand and the seal of my office, this **15th** day  
 of **October** A.D. 1915  
**Charles Trueblood** (SEAL)  
 Coroner of Madison County.

verging to a puffy blueness under the eyes and about the lips. Patient use of these drugs will even produce an interesting and picturesque, if not intrinsically beautiful, purplish-gray hue of the face and neck.

### Drugs That Deprave.

Another acquaintance writes me that he is unable to dissuade his wife from the constant use of both Orangeine and Bromo-Seltzer, although her

health is breaking down. Often it is difficult for a physician to diagnose these cases because the symptoms are those of certain diseases in which the blood deteriorates, and, moreover, the victim, as in opium and cocain slavery, will positively deny having used the drug. A case of acetanilid addiction (in "cephalgin," an ethical proprietary) is thus reported:

"When the drug was withheld the patient soon began to exhibit all the traits peculiar to the confirmed morphino-maniac—moral depravity and the like. She employed every possible means to obtain the drug, attempting even to bribe the nurse, and, this failing, even members of the family."

Another report of a similar case (and there are plenty of them to select from) reads:

"Stomach increasingly irritable; skin a grayish or light purplish hue; palpitation and slight enlargement of the heart; great prostration, with pains in the region of the heart; blood discolored to a chocolate hue. The patient denied that she had been using acetanilid, but it was discovered that for a year she had been obtaining it in the form of a proprietary remedy and had contracted a regular 'habit.' On the discontinuance of the drug the symptoms disappeared. She was discharged from the hospital as cured, but soon returned to the use of the drug and applied for readmission, displaying the former symptoms."



NEW YORK STATE'S NEW POISON LABEL.

On a cocain-laden medicine.

Where I have found a renegade physician making his millions out of Peruna, or a professional promoter trading in the charlatanism of Liquozone, it has seemed superfluous to comment on the personality of the men. They are what their business connotes. With Orangeine the case is somewhat different. Its proprietors are men of standing in other and reputable spheres of activity. Charles L. Bartlett, its president, is a graduate of Yale University and a man of some prominence in its alumni affairs. Orangeine is a side issue with him. Professionally he is the western representative of Ivory Soap, one of the heaviest of legitimate advertisers, and he doubtless learned from this the value of skillful exploitation. Next to Mr. Bartlett, the largest owner of stock (unless he has recently sold out) is William Gillette, the actor, whose enthusiastic indorsement of the powder is known in a personal sense to the profession which he follows, and in print to hundreds of thousands of theater-goers who have read it in their programs. Whatever these gentlemen may think of their product (and I understand that, incredible as it may seem, both of them are constant users of it and genuine believers in it), the methods by which it is sold and the essential and mendacious concealment of its real nature illustrate the

level to which otherwise upright and decent men are brought by a business which can not profitably include either uprightness or decency in its methods.

Orangeine is less dangerous, except in extent of use, than many other acetanilid mixtures which are much the same thing under a different name. A friend of mine with a weak heart took the printed dose of Laxative Bromo Quinin and lay at the point of death for a week. There is no word of warning on the label. In many places samples of headache powders are distributed on the doorsteps. The *St. Louis Chronicle* records a result:

"HUNTINGTON, W. VA., Aug. 15, 1905.—While Mrs. Thomas Patterson was preparing supper last evening she was stricken with a violent headache and took a headache powder that had been thrown in at her door the day before. Immediately she was seized with spasms and in an hour she was dead."

That even the lower order of animals is not safe is shown by a canine tragedy in Altoona, Pa., where a prize collie dog incautiously devoured three sample tablets and died in an hour. Yet the distributing agents of these mixtures do not hesitate to lie about them. Rochester, N. Y., has an excellent ordinance forbidding the distribution of sample medicines, except by permission of the health officer. An agent for Miniature Headache Powders called on Dr. Goler with a request for leave to distribute 25,000 samples.

"What's your formula?" asked the official.

"Salicylate of soda and sugar of milk," replied the traveling man.

"And you pretend to cure headaches with that?" said the doctor. "I'll look into it."

Analysis showed that the powders were an acetanilid mixture. The sample man didn't wait for the result. He hasn't been back to Rochester since, although Dr. Goler is hopefully awaiting him.

Bromo-Seltzer is commonly sold in drug stores, both by the bottle and at soda fountains. The full dose is "a heaping teaspoonful." A heaping teaspoonful of Bromo-Seltzer means about ten grains of acetanilid. The United States Pharmacopeia dose is four grains; five grains have been known to produce fatal results. The prescribed dose of Bromo-Seltzer is dangerous and has been known to produce sudden collapse.

Megrimine is a warranted headache cure that is advertised in several of the magazines. A newly arrived guest at a Long Island house party brought along several lots and distributed them as a remedy for headache and that tired feeling. It was perfectly harmless, she declared; didn't the advertisement say "leaves no unpleasant effects?" As a late dance the night before had left its impress on the feminine members of the house party, there was a general acceptance of the "bracer." That night the local physician visited the house party (on special "rush" invitation), and was well satisfied to pull all his patients through. He had never before seen acetanilid poisoning by wholesale. A Chicago druggist writes me that the wife of a prominent physician buys Megrimine of him by the half-dozen lots secretly. She has the habit.

On October 9, W. H. Hawkins, superintendent of the American Detective Association, a man of powerful physique and apparently in good health, went to a drug store in Anderson, Ind., and took a dose of Dr. Davis' Headache Powders. He then boarded a car for Marion, and shortly after fell to the floor, dead. The coroner's verdict is reproduced on page 35. Whether these powders are made by a Dr. W. C. Davis, of Indianapolis, who makes Anti-Headache, I am unable to state. Anti-Headache describes itself as "a compound of mild ingredients and positively contains no dangerous drugs." It is almost pure acetanilid.

In the "ethical" field the harm done by this class of proprietaries is per-

haps as great as in the open field, for many of those which are supposed to be sold only in prescriptions are as freely distributed to the laity as Peruna. And their advertising is hardly different.

### Dangers of Antikamnia.

Antikamnia, claiming to be an "ethical" remedy, and advertising through the medical press by methods that would, with little alteration, fit any patent painkiller on the market, is no less dangerous or fraudulent than the Orangeine class which it almost exactly parallels in composition. It was at first exploited as a "new synthetical coal-tar derivative," which it isn't and never was. It is simply half or more acetanilid (some analyses show as high as 68 per cent.) with other unimportant ingredients in varying proportions. In a booklet entitled "Light on Pain," and distributed on



## BEWARE OF ACETANILID



*The following well-known "remedies," both "ethical" and "patent," depend for their results upon the heart-depressing action of Acetanilid:*

Orangeine	Megrimine	Ammonol
Bromo-Seltzer	Anti-Headache	Salacetin
Royal Pain Powders	Dr. Davis' Headache	Cephalgin
Miniature Headache	Powders	Phenalgin
Powders	Antikamnia	

*and practically all of the drug-store-vended "headache cures" and "anti-pain" remedies.*

---

*Take no nostrum of this class without a doctor's prescription, unless you are sure it contains no acetanilid. Make the druggist tell you. He is responsible. A suit for damages has recently been won against a New York drug store for illness consequent upon the sale of a "guaranteed harmless" headache tablet containing three grains of acetanilid.*

doorsteps, I find under an alphabetical list of diseases this invitation to form the Antikamnia habit:

"Nervousness (overwork and excess)—Dose: One Antikamnia tablet every two or three hours.

"Shoppers' or Sightseers' Headache—Dose: Two Antikamnia tablets every three hours.

"Worry (nervousness, 'the blues')—Dose: One or two Antikamnia and Codein tablets every three hours."

Codein is obtained from opium. The codein habit is well known to all institutions which treat drug addictions, and is recognized as being no less difficult to cure than the morphin habit.

A typical instance of what Antikamnia will do for its users is that of a Pennsylvania merchant, 50 years old, who had declined, without apparent

cause, from 140 to 116 pounds, and was finally brought to Philadelphia in a state of stupor. His pulse was barely perceptible, his skin dusky and his blood of a deep chocolate color. On reviving he was questioned as to whether he had been taking headache powders. He had, for several years. What kind? Antikamnia; sometimes in the plain tablets, at other times Antikamnia with codein. How many? About twelve a day. He was greatly surprised to learn that this habit was responsible for his condition.

"My doctor gave it to me for insomnia," he said, and it appeared that the patient had never even been warned of the dangerous character of the drug.

Were it obtainable, I would print here the full name and address of that attending physician, as one unfit, either through ignorance or carelessness, to practice his profession. And there would be other physicians all over the country who would, under that description, suffer the same indictment within their own minds for starting innocent patients on a destructive and sometimes fatal course. For it is the careless or conscienceless physician who gets the customer for the "ethical" headache remedies, and the customer, once secured, pays a profit, very literally, with his own blood. Once having taken Antikamnia, the layman, unless informed as to its true nature, will often return to the drug store and purchase it with the impression that it is a specific drug, like quinin or potassium chlorate, instead of a disguised poison, exploited and sold under patent rights by a private concern. The United States Postoffice, in its broad tolerance, permits the Antikamnia company to send through the mails little sample boxes containing tablets enough to kill an ordinary man, and these sample boxes are sent not only to physicians, as is the rule with ethical remedies, but to lawyers, business men, "brain workers," and other prospective purchasing classes. The box bears the lying statement: "No drug habit—no heart effect."

Just as this is going to press the following significant case comes in from Iowa:

"FARMINGTON, IOWA, Oct. 6.—(*Special to the Constitution-Democrat.*)—Mrs. Hattie Kick, one of the best and most prominent ladies of Farmington, died rather suddenly Wednesday morning at 10 o'clock from an overdose of Antikamnia, which she took for a severe headache from which she was suffering. Mrs. Kick was subject to severe headaches and was a frequent user of Antikamnia, her favorite remedy for this ailment."

There is but one safeguard in the use of these remedies; to regard them as one would regard opium, and to employ them only with the consent of a physician who understands their true nature. Acetanilid has its uses, but not as a generic painkiller. Pain is a symptom; you can drug it away temporarily, but it will return, clamoring for more payment, until the final price is hopeless enslavement. Were the skull and bones on every box of this class of poison the danger would be greatly minimized.

With opium and cocaine the case is different. The very words are danger signals. Legal restrictions safeguard the public, to a greater or less degree, from their indiscriminate use. Normal people do not knowingly take opium or its derivatives except with the sanction of a physician, and there is even spreading abroad a belief (surely an expression of the primal law of self-preservation) that the licensed practitioner leans too readily toward the convenient narcotics.

But this perilous stuff is the ideal basis for a patent medicine because its results are immediate (though never permanent), and it is its own best advertisement in that one dose imperatively calls for another. Therefore it behooves the manufacturer of opiates to disguise the use of the drug. This he does in varying forms, and he has found his greatest success in the "cough and consumption cures" and the soothing syrup class. The former of these will be considered in another article. As to the "soothing syrups,"

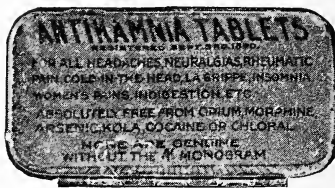
designed for the drugging of helpless infants, even the trade does not know how many have risen, made their base profit, and subsided. A few survive, probably less harmful than the abandoned ones, on the average, so that by taking the conspicuous survivors as a type I am at least doing no injustice to the class.

Some years ago I heard a prominent New York lawyer, asked by his office scrub woman to buy a ticket for some "association" ball, say to her: "How can you go to these affairs, Nora, when you have two young children at home?"

"Sure, they're all right," she returned blithely: "just wan teaspoonful of Winslow's an' they lay like the dead till mornin'."

What eventually became of the scrub woman's children I don't know. The typical result of this practice is described by a Detroit physician who has been making a special study of Michigan's high mortality rate:

"Mrs. Winslow's Soothing Syrup is extensively used among the poorer classes as a means of pacifying their babies. These children eventually come into the hands of physicians with a greater or less addiction to the opium habit. The sight of a parent drugging a helpless infant into a semi-comatose condition is not an elevating one for this civilized age, and it is a very common practice. I can give you one illustration from my own



A DANGEROUS SAMPLE BOX WHICH GOES THROUGH THE MAILS.

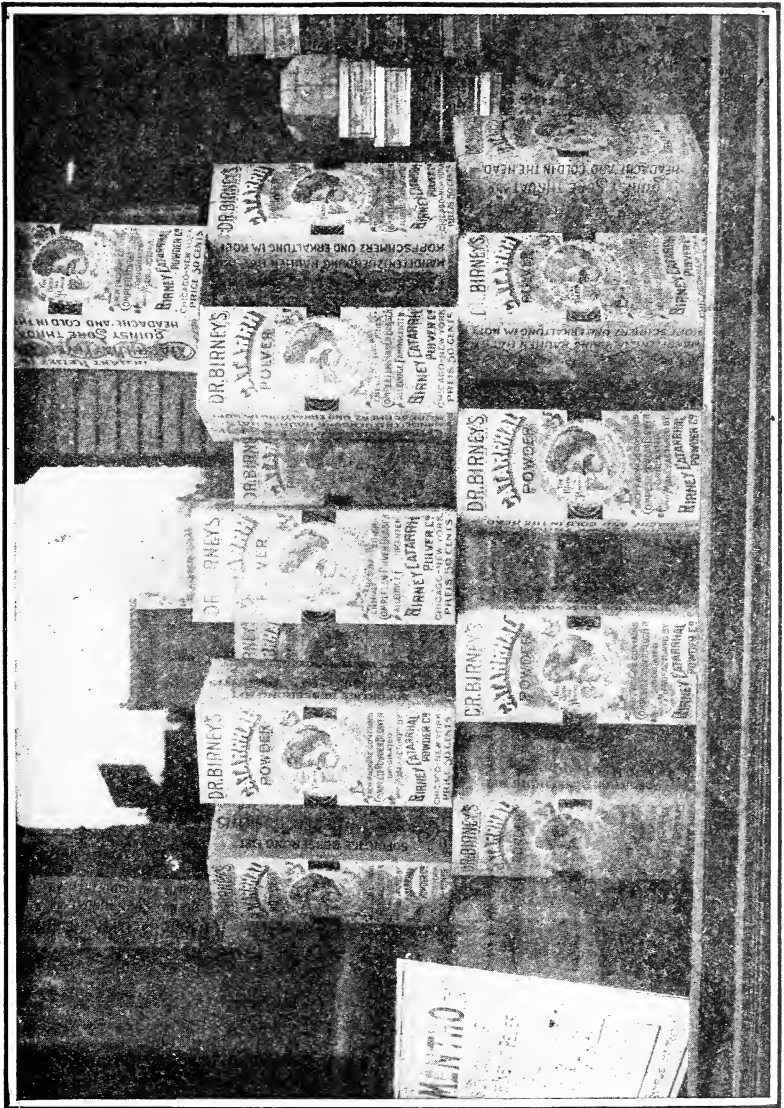
Enough tablets were contained in this package, marked "No Heart Effect," to stop the heart entirely if taken all at once. The chief ingredient of antikamnia is acetanilid.

hospital experience, which was told me by the father of the girl. A middle-aged railroad man of Kansas City had a small daughter with summer diarrhea. For this she was given a patent diarrhea medicine. It controlled the trouble, but as soon as the remedy was withdrawn the diarrhea returned. At every withdrawal the trouble began anew, and the final result was that they never succeeded in curing the daughter of the opium habit which had taken its hold on her. It was some years afterward that the parents became aware that she had contracted the habit, when the physician took away the patent medicine and gave the girl morphin, with exactly the same result which she had experienced with the patent remedy. At the time the father told me this story his daughter was 19 years of age, an only child of wealthy parents, and one who could have had every advantage in life, but who was a complete wreck in every way as a result of the opium habit. The father told me, with tears in his eyes, that he would rather she had died with the original illness than to have lived to become the creature which she then was."

The proprietor of a drug store in San José, Cal., writes to *Collier's* as follows:

"I have a good customer, a married woman with five children, all under 10 years of age. When her last baby was born, about a year ago, the first thing she did was to order a bottle of Winslow's Soothing Syrup, and every





### TO CATCH THE COCAIN-FIEND TRADE.

Were this drugstore display in Illinois instead of New York City, the druggist would be arrested and his stock confiscated. This is one of the favorite cocain powders used by victims of the cocain habit. The law now requires that it be labeled "Poison."

week another bottle was bought at first, until now a bottle is bought every third day. Why? Because the baby has become habituated to the drug. I am not well enough acquainted with the family to be able to say that the weaned children show any present abnormality of health due to the opium contained in the drug, but the after-effects of opium have been thus described. . . . Another instance, quite as startling, was that of a mother who gave large quantities of soothing syrup to two of her children in infancy; then, becoming convinced of its danger, abandoned its use. These children in middle life became neurotics, spirit and drug-takers. Three children born later and not given any drugs in early life grew up strong and healthy.

"I fear the children of the woman in question will all suffer for their mother's ignorance, or worse, in later life, and have tried to do my duty by sending word to the mother of the harmful nature of the stuff, but without effect.

"P. S.—How many neurotics, fiends and criminals may not 'Mrs Winslow' be sponsor for?"

This query is respectfully referred to the Anglo-American Drug Company, of New York, which makes its handsome profit from this slave trade. Recent legislation on the part of the New York State Board of Pharmacy will tend to decrease the profit, as it requires that a poison label be put on each bottle of the product, as has long been the law in England.

An Omaha physician reports a case of poisoning from a compound bearing the touching name of "Kopp's Baby Friend," which has a considerable sale in the middle west and in central New York. It is made of sweetened water and morphin, about one-third grain of morphin to the ounce.

"The child (after taking four drops) went into a stupor at once, the pupils were pin-pointed, skin cool and clammy, heart and respiration slow. I treated the case as one of opium poisoning, but it took twelve hours before my little patient was out of danger."

As if to put a point of satirical grimness on the matter, the responsible proprietor of this particular business of drugging helpless babies is a woman, Mrs. J. A. Kopp, of York, Pa.

Making cocain fiends is another profitable enterprise. Catarrh powders are the medium. A decent druggist will not sell cocain as such, steadily, to any customer, except on prescription, but most druggists find salve for their consciences in the fact that the subtle and terrible drug is in the form of somebody's sure cure. There is need to say nothing of the effects of cocain other than that it is destructive to mind and body alike, and appalling in its breaking down of all moral restraint. Yet in New York City it is distributed in "samples" at ferries and railway stations. You may see the empty boxes and the instructive labels littering the gutters of Broadway any Saturday night, when the drug trade is briskest.

Birney's Catarrhal Powder, Dr. Cole's Catarrh Cure, Dr. Gray's Catarrh Powder, and Crown Catarrh Powder are the ones most in demand. All of them are cocain; the other ingredients are unimportant—perhaps even superfluous.

Whether or not the bottles are labeled with the amount of cocain makes little difference. The habitués know. In one respect, however, the labels help them by giving information as to which nostrum is the most heavily drugged.

"People come in here," a New York City druggist tells me, "ask what catarrh powders we've got, read the labels, and pick out the one that's got the most cocain. When I see a customer comparing labels I know she's a fiend."





Naturally these owners and exploiters of these mixtures claim that the small amount of cocain contained is harmless. For instance, the "Crown Cure," admitting 2½ per cent., says:

"Of course, this is a very small and harmless amount. Cocain is now considered to be the most valuable addition to modern medicine . . . it is the most perfect relief known."

Birney's Catarrh Cure runs as high as 4 per cent. and can produce testimonials vouching for its harmlessness. Here is a Birney "testimonial" to the opposite effect, obtained "without solicitation or payment" (I have ventured to put it in the approved form), which no sufferer from catarrh can afford to miss:

### READ WHAT

WILLIAM THOMPSON, OF CHICAGO,

*says of*

### BIRNEY'S CATARRH CURE.

"Three years ago Thompson was a strong man.  
Now he is without money, health, home, or friends."

(Chicago Tribune.)

"I began taking Birney's Catarrh Cure (says Thompson) three years ago, and the longing for the drug has grown so potent that I suffer without it.

"I followed the directions at first, then I increased the quantity until I bought the stuff by the dozen bottles."

A famous drink and drug cure in Illinois had, as a patient, not long ago, a 14-year-old boy, who was a slave to the Birney brand of cocain. He had run his father \$300 in debt, so heavy were his purchases of the poison.

Chicago long ago settled this cocain matter in the only logical way. The proprietor of a large downtown drug store noticed several years ago that at noon numbers of the shop girls from a great department store purchased certain catarrh powders over his counter. He had his clerk warn them that the powders contained deleterious drugs. The girls continued to purchase in increasing numbers and quantity. He sent word to the superintendent of the store. "That accounts for the number of our girls that have gone wrong of late," was the superintendent's comment. The druggist, Mr. McConnell, had an analysis made by the Board of Health, which showed that the powder most called for was nearly 4 per cent. cocain, whereon he threw it and similar powders out of stock. The girls went elsewhere. Mr. McConnell traced them and started a general movement against this class of remedies, which resulted in an ordinance forbidding their sale. Birney's Catarrhal Powders, as I am informed, to meet the new conditions, brought out a powder without cocain, which had the briefest kind of a sale. For weeks thereafter the downtown stores were haunted by haggard young men and women, who begged for "the old powders; these new ones don't do any good." As high as \$1.00 premium was paid for the 4 per cent. cocain species. To-day the Illinois druggist who sells cocain in this form is liable to arrest. Yet in New York, at the corner of Forty-second street and Broadway, I saw recently a show-window display of the Birney cure, and similar displays are not uncommon in other cities.

Regarding other forms of drugs there may be honest differences of opinion as to the limits of legitimacy in the trade. If mendacious advertising were stopped, and the actual ingredients of every nostrum plainly pub-

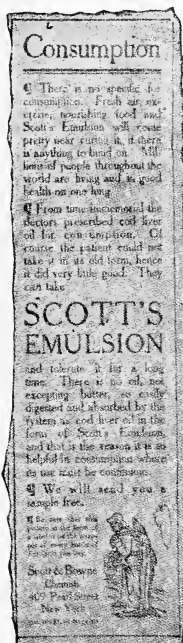
lished and frankly explained, the patent medicine trade might reasonably claim to be a legitimate enterprise in many of its phases. But no label of opium or cocain, though the warning skull and cross-bones cover the bottle, will excuse the sale of products that are never safely used except by expert advice. I believe that the Chicago method of dealing with the catarrh powders is the right method in cocain- and opium-bearing nostrums. Restrict the drug by the same safeguards when sold under a lying pretence as when it flies its true colors. Then, and then only, will our laws prevent the shameful trade that stupefies helpless babies and makes criminals of our young men and harlots of our young women.

## V.—PREYING ON THE INCURABLES.

Incurable disease is one of the strongholds of the patent medicine business. The ideal patron, viewed in the light of profitable business, is the victim of some slow and wasting ailment in which recurrent hope inspires to repeated experiments with any "cure" that offers. In the columns of almost every newspaper you may find promises to cure consumption. Consumption is a disease absolutely incurable by any medicine, although an increasing

percentage of consumptives are saved by open air, diet and methodical living. This is thoroughly and definitely understood by all medical and scientific men. Nevertheless there are in the patent medicine world a set of harpies who, for their own business interests, deliberately foster in the mind of the unfortunate sufferer from tuberculosis the belief that he can be saved by the use of some absolutely fraudulent nostrum. Many of these consumption cures contain drugs which hasten the progress of the disease, such as chloroform, opium, alcohol and hasheesh. Others are comparatively harmless in themselves, but by their fervent promises of rescue they delude the sufferer into misplacing his reliance, and forfeiting his only chance by neglecting those rigidly careful habits of life which alone can conquer the "white plague." One and all, the men who advertise medicines to cure consumption deliberately traffic in human life.

Certain members of the Proprietary Association of America (the patent medicine "combine") with whom I have talked have urged on me the claim that there are firms in the nostrum business that are above criticism, and have mentioned H. E. Bucklen & Co., of Chicago, who manufacture a certain salve. The Bucklen salve did not particularly interest me. But when I came to take up the subject of consumption cures I ran unexpectedly on an interesting trail. In the country and small city newspapers there is now being advertised lavishly "Dr. King's New Discovery for Consumption." It is proclaimed to be the "only sure cure for consumption." Further announcement is made that "it strikes terror to the doctors." As it is a morphin and chloroform mixture, "Dr. King's



An example of legitimate advertising in the consumption field.

New Discovery for Consumption" is well calculated to strike terror to the doctors or to any other class or profession, except, perhaps, the undertakers. It is a pretty diabolical concoction to give to anyone, and particularly to a consumptive. The chloroform temporarily allays the cough, thereby checking Nature's effort to throw off the dead matter from the lungs. The opium drugs the patient into a deceived cheerfulness. The combination is admirably designed to shorten the life of any consumptive who takes it steadily. Of course, there is nothing on the label of the bottle to warn the

# FREE of COST!

The True Remedy at last Discovered!

IT STRIKES TERROR TO THE DOCTORS.

GREATEST DISCOVERY OF THE 19<sup>TH</sup> CENTURY.

**DR. KING'S**  
NEW

## Discovery for Consumption.

The Only Sure Cure for Consumption in the World.

And all diseases of the Throat, Chest and Lungs. Permanently cures Coughs, Colds, Asthma, Bronchitis, Incipient Consumption, Lung Fever, Pneumonia, Loss of Voice, Hemorrhage of the Lungs, Dry, Hacking Coughs, Tickling in the Throat, Quinsy, Shortness of Breath, Phthisis, etc. Hundreds of hopeless cases are being cured every day by

**Dr. King's New Discovery for Consumption.**

Delay not a moment when that hacking cough and flushed cheek admonish you that the insidious viper, Consumption, is secretly gnawing at the vitals, and ere long your doom will be sealed. So do not delay a moment when it lies within your power to procure a bottle of "Dr. King's New Discovery." Severe coughs and colds causing irritation and inflammation of the air passages, bronchial tubes, etc., are relieved almost instantly.

Knowing the many wonderful curative qualities of this great discovery, we are willing to stake our reputation on its merits. Nay, even more; so confident are we that it will not disappoint the most sanguine expectations of a single invalid, who employs it for any of the ailments for which it is intended, that we offer and sell it under a

### POSITIVE GUARANTEE.

If a beneficial effect is not experienced by the time two-thirds of the contents of the bottle are used, we will, on return of the bottle,—two-thirds of the medicine having been taken according to directions, and the case being one for which it is recommended,—promptly refund the money paid for it. Had we not the most perfect confidence in its virtues, we could not offer it as we do under these conditions. Having witnessed its truly miraculous cures in thousands of cases, we feel warranted and perfectly safe in risking our reputation and money on its merits.

No medicine has ever yet been introduced to the American people like it. Go to your druggist and get a bottle. If they have not got it have them send for it, or send for it yourself. Do not under any circumstances let them palm off on you some worthless preparation, claiming to be as good, as its equal does not exist. Ask for "Dr. King's New Discovery for Consumption," and take no other.

**TRIAL BOTTLES FREE OF COST. Regular Size \$1.00.**

**Beware of Counterfeits and Imitations.** Be sure the name "DR. KING'S NEW DISCOVERY" is on every bottle.

**SOLD ALL OVER THE WORLD!**

**H. E. BUCKLEN & CO., Props.**

**CHICAGO, ILL., AND WINDSOR, CANADA.**

### A TYPICAL FRAUD.

The claims are baseless, the guarantee ridiculous and the remedy harmful.



purchaser. That would decrease the profits. The makers of this beneficent preparation are H. E. Bucklen & Co., of Chicago.

### Chloroform and Prussic Acid.

Another "cure" which, for excellent reasons of its own, does not print its formula, is "Shiloh's Consumption Cure," made at Leroy, N. Y., by S. C. Wells & Co. Were it to publish abroad the fact that it contains, among other ingredients, chloroform and prussic acid, the public would probably

**VERDICT**

In Inquest No. 821

I, the undersigned, Coroner of Hamilton County, Ohio, having duly inquired  
how and by what means *Helen Keck*,  
White, ~~Female~~, *Female*, Age *2 yrs*, Single, ~~Married~~, *Married*, Occupa-  
tion *Domestic*, Nativity *German*,  
Residence *1252 Balm Avenue*  
whose dead body was found *at residence*  
on the *30th* day of *October*, A. D. 1915, came to her death  
do find after having examined said body and heard the evidence that deceased  
came to her death from  
the poisonous effects of opium, the result of  
drinking the contents of a bottle of Dr. Bull's  
Cough Syrup.

It could be conducive to the safety of the  
public at large if it were required by law that all  
proprietary remedies containing poisonous drugs be  
labeled with a caution, or better still, with a  
formula showing the dangerous ingredients and the  
proper antidotes.

Had the bottle been so labeled in this instance,  
the life of this child could probably have been saved.

*Wm. J. Keck*  
Grand

### VERDICT OF DEATH FROM BULL'S COUGH SYRUP.

One logical result of unlabeled poisons.

exhibit some caution in taking it. Under our present lax system there is no warning on the bottle that the liquid contains one of the most deadly of poisons. The makers write me: "After you have taken the medicine for awhile, if you are not firmly convinced that you are very much better we want you to go to your druggist and get back all the money that you have paid for Shiloh." But if I were a consumptive, after I had taken "Shiloh" for awhile I should be less interested in recovering my money than in get-

ting back my wasted chance of life. Would S. C. Wells & Co. guarantee that?

Morphin is the important ingredient of Dr. Bull's Cough Syrup. Nevertheless, the United States Postoffice Department obligingly transmits me a dose of this poison through the mails, from A. C. Meyer & Co., of Baltimore, the makers. The firm writes me, in response to my letter of inquiry:

"We do not claim that Dr. Bull's Cough Syrup will cure an established case of consumption. If you have gotten this impression you most likely have misunderstood what we claim. . . . We can, however, say that Dr. Bull's Cough Syrup has cured cases said to have been consumption in its earliest stages."

Quite conservative, this. But A. C. Meyer & Co. evidently don't follow their own advertising very closely, for around my sample bottle (by courtesy of the Postoffice Department) is a booklet, and from that booklet I quote:

*"There is no case of hoarseness, cough, asthma, bronchitis . . . or consumption that can not be cured speedily by the proper use of Dr. Bull's Cough Syrup."*

If this is not a claim that Dr. Bull's Cough Syrup "will cure an established case of consumption," what is it? The inference from Meyer & Co.'s cautious letter is that they realize their responsibility for a cruel and dangerous fraud and are beginning to feel an uneasiness about it, which may be shame or may be only fear. One logical effect of permitting medicines containing a dangerous quantity of poison to be sold without the poison label is shown in the coroner's verdict reproduced on page 47. In the account of the Keck baby's death from the Dr. Bull opium mixture, which the Cincinnati papers published, there was no mention of the name of the cough syrup. Asked about this, the newspapers gave various explanations. Two of them disclosed that they had no information on the point. This is contrary to the statement of the physician in the case, and implies a reportorial laxity which is difficult to credit. One ascribed the omission to a settled policy and one to the fear of libel. When the coroner's verdict was given out, however, the name of the nostrum got into plain print. On the whole, the Cincinnati papers showed themselves gratifyingly independent.

Another case of poisoning from this same remedy occurred in Morocco, Ind., the victim being a 2-year-old child. The doctor reports:

"In an hour, when first seen, symptoms of opium poisoning were present. In about twelve hours the child had several convulsions, and spasms followed for another twelve hours at intervals. It then sank into a coma and died in the seventy-two hours with cardiac failure. The case was clearly one of death from overdose of the remedy."

The baby had swallowed a large amount of the "medicine" from a bottle left within its reach. Had the bottle been properly labeled with skull and cross-bones the mother would probably not have let it lie about.

Caution seems to have become a suddenly acquired policy of this class of medicines, in so far as their correspondence goes. Unfortunately, it does not extend to their advertising. The result is a rather painful discrepancy. G. G. Green runs hotels in California and manufactures quack medicines in Woodbury, N. J., one of these being "Boschee's German Syrup," a "consumption cure." Mr. Green writes me (per rubber stamp):

"Consumption can sometimes be cured, but not always. Some cases are beyond cure. However, we suggest that you secure a trial bottle of German Syrup for 25 cents," etc.

On the bottle I read: "Certain cure for all diseases of the throat and lungs." Consumption is a disease of the lungs; sometimes of the throat.

If it "can sometimes be cured, but not always," then the German Syrup is not a "certain cure for all diseases of the throat and lungs," and somebody, as the ill-fated Reingelder put it, "haf lied in brint" on Mr. Green's bottle, which must be very painful to Mr. Green. Mr. Green's remedy contains morphin and some hydrocyanic acid. Therefore consumption will be much less often curable where Boschee's German Syrup is used than where it is not.

### Absolutely False Claims.

A curious mixture of the cautious, semi-ethical method and the blatant claim-all patent medicine is offered in the Ozomulsion Company. Ozomulsion does not, like the "cures" mentioned above, contain active poisons. It is one of the numerous cod-liver oil preparations, and its advertising, in the medical journals at first and now in the lay press, is that of a cure for consumption. I visited the offices of the Ozomulsion Company recently and found them duly furnished with a regular physician, who was employed, so he informed me, in a purely ethical capacity. There was also present during the interview the president of the Ozomulsion Company, Mr. A. Frank Richardson, former advertising agent, former deviser of the advertising of Swamp-Root, former proprietor of Kranitonic, and present proprietor of Slocum's Consumption Cure, which is the "wicked partner" of Ozomulsion. For convenience, I will put the conversation in court report form, and, indeed, it partook somewhat of the nature of a cross-examination:

Q.—Dr. Smith, will Ozomulsion cure consumption?

A.—Ozomulsion builds up the tissues, imparts vigor, aids the natural resistance of the body, etc. (Goes into a long exploitation in the manner and style made familiar by patent medicine pamphlets.)

Q.—But will it cure consumption?

A.—Well, without saying that it is a specific, etc. (Passes to an instructive, entertaining, and valuable disquisition on the symptoms and nature of tuberculosis.)

Q.—Yes, but will Ozomulsion cure consumption?

A.—We don't claim that it will cure consumption.

Q.—Does not this advertisement state that Ozomulsion will cure consumption? (Showing advertisement.)

A.—It seems so.

Q.—Will Ozomulsion cure consumption?

A.—In the early stages of the disease—

Q. (*interrupting*)—Does the advertisement make any qualifications as to the stage of the disease?

A.—Not that I find.

Q.—Have you ever seen that advertisement before?

A.—Not to my knowledge.

Q.—Who wrote it?

A. (*by President Richardson*)—I done that ad. myself.

Q.—Mr. Richardson, will Ozomulsion cure consumption?

A.—Sure; we got testimonials to prove it.

Q.—Have you ever investigated any of these testimonials?

Q. (*to Dr. Smith*)—Dr. Smith, in view of the direct statement of your advertising, do you believe that Ozomulsion will cure consumption?

A.—Well, I believe in a great many cases it will.

### Health for Five Dollars.

That is as far as Dr. Smith would go. I wonder what he would have said as to the Dr. T. A. Slocum side of the business. Dr. Slocum puts out a "Special Cure Offer" that will snatch you from the jaws of death, on the

blanket plan, for \$5, and guarantees the cure (or more medicine) for \$10. His scheme is so noble and broad-minded that I can not refrain from detailing it. For \$5 you get

- 1 large bottle of Psychine,
- 1 large bottle of Ozomulsion,
- 1 large bottle of Coltsfoote Expectorant,
- 1 large tube of Ozojell,
- 3 boxes of Lazy Liver Pills,
- 3 Hot X-Ray Porous Plasters,

"which," says the certificate, "will, in a majority of cases, effect a permanent cure of the malady from which the invalid is now suffering." Whatever ails you—that's what Dr. T. A. Slocum cures. For \$10 you get almost twice the amount, plus the guarantee. Surely there is little left on earth, unless Dr. Slocum should issue a \$15 offer, to include funeral expenses and a tombstone.

The Slocum Consumption Cure proper consists of a gay-hued substance known as "Psychine." Psychine is about 16 per cent. alcohol, and has a dash of strychnin to give the patient his money's worth. Its alluring color is derived from cochineal. It is "an infallible and unfailing remedy for consumption." Ozomulsion is also a sure cure, if the literature is to be believed. To cure one's self twice of the same disease savors of reckless extravagance, but as "a perfect and permanent cure will be the inevitable consequence," perhaps it's worth the money. It would not do to charge Dr. T. A. Slocum with fraud, because he is, I suppose, as dead as Lydia E. Pinkham; but Mr. A. Frank Richardson is very much alive, and I trust it will be no surprise to him to see here stated that his Ozomulsion makes claims that it can not support, that his Psychine is considerably worse, that his special cure offers a bit of shameful quackery, and that his whole Slocum Consumption Cure is a fake and a fraud so ludicrous that its continued existence is a brilliant commentary on human credulosity.

Since the early '60's, and perhaps before, there has constantly been in the public prints one or another benefactor of the human race who wishes to bestow on suffering mankind, free of charge, a remedy which has snatched him from the brink of the grave. Such a one is Mr. W. A. Noyes, of Rochester, N. Y. To any one who writes him he sends gratis a prescription which will surely cure consumption. But take this prescription to your druggist and you will fail to get it filled, for the simple reason that the ingenious Mr. Noyes has employed a pharmaceutical nomenclature peculiarly his own. If you wish to try the "Cannabis Sativa Remedy" (which is a mixture of hashesh and other drugs) you must purchase it direct from the advertiser at a price which assures him an abnormal profit. As Mr. Noyes writes me proposing to give special treatment for my (supposed) case, depending on a diagnosis of sixty-seven questions, I fail to see why he is not liable for practicing medicine without a license.

#### Piso Grows Cautious.

Piso's Consumption Cure, extensively advertised a year or two ago, is apparently withdrawing from the field, so far as consumption goes, and the Piso people are now more modestly promising to cure coughs and colds. Old analyses give as the contents of Piso's Cure for Consumption, alcohol, chloroform, opium and cannabis indica (hashesh). In reply to an inquiry as to whether their remedy contains morphin and cannabis indica, the Piso Company replies: "Since the year 1872 Piso's Cure has contained no morphin or anything derived from opium." The question as to cannabis indica is not answered. Analysis shows that the "cure" contains chloroform, alcohol and apparently cannabis indica. It is therefore, another of the

remedies which can not possibly cure consumption, but, on the contrary, tend by their poisonous and debilitating drugs to undermine the victim's stamina.

Peruna, liquozone, Duffy's Malt Whiskey, Pierce's Golden Medical Discovery and the other "blanket" cures include tuberculosis in their lists, claiming great numbers of well-authenticated cures. From the imposing book published by the R. V. Pierce Company, of Buffalo, I took a number of testimonials for investigation; not a large number, for I found the consumption testimonial rather scarce. From fifteen letters I got results in nine cases. Seven of the letters were returned to me marked "unclaimed," of which one was marked "Name not in the dictory," another "No such postoffice in the state" and a third "Deceased." The eighth man wrote that the Golden Medical Discovery had cured his cough and blood-spitting, adding: "It is the best lung medisin I ever used for lung trouble." The last man said he took twenty-five bottles and was cured! Two out of nine seems to me a suspiciously small percentage of traceable recoveries. Much stress has been laid by the Proprietary Association of America through its

#### WHOLESALE CURING ON THE BLANKET PLAN.

A blanket cure from the "laboratory of Dr. T. A. Slocum."

press committee on the suit brought by R. V. Pierce against the *Ladies' Home Journal*, the implication being (although the suit has not yet been tried) that a reckless libeler of a noble and worthy business has been suitably punished. In the full appreciation of Dr. Pierce's attitude in the matter of libel, I wish to state that in so far as its claim of curing consumption is concerned his Golden Medical Discovery is an unqualified fraud.

One might suppose that the quacks would stop short of trying to deceive the medical profession in this matter, yet the "consumption cure" may be found disporting itself in the pages of the medical journals. For instance, I find this advertisement in several professional magazines:

"McArthur's Syrup of Hypophosphites has proved itself, time and time again, to be positively beneficial in this condition (tuberculosis) in the hands of prominent observers, clinicians and what is more, practicing physicians, hundreds of whom have written their admiring encomiums in

its behalf, and it is the enthusiastic conviction of many that *its effect is truly specific.*" Which, translated into lay terms, means that the syrup will cure consumption. I find also in the medical press "a sure cure for dropsy," fortified with a picture worthy of Swamp-Root or Lydia Pinkham. Both of these are frauds in attempting to foster the idea that they will *cure* the disease, and they are none the less fraudulent for being advertised to the medical profession instead of to the laity.

Is there, then, no legitimate advertising of preparations useful in diseases such as tuberculosis? Very little, and that little mostly in the medical journals, exploiting products which tend to build up and strengthen the patient. There has recently appeared, however, one advertisement in the lay press which seems to me a legitimate attempt to push a nostrum. It is reproduced at the beginning of this article. Notice, first, the frank statement that there is no specific for consumption; second, that there is no attempt to deceive the public into the belief that the emulsion will be helpful in all cases. Whether or not Scott's Emulsion is superior to other cod-liver oils is beside the present question. If all patent medicine "copy" were written in the same spirit of honesty as this, I should have been able to omit from this series all consideration of fraud, and devote my entire attention to the far less involved and difficult matter of poison. Unhappily, all of the Scott's Emulsion advertising is not up to this standard. In another newspaper I have seen an excerpt in which the Scott & Bowne Company come perilously near making, if they do not actually make, the claim that their emulsion is a cure, and furthermore make themselves ridiculous by challenging comparison with another emulsion, suggesting a chemical test and offering, if their nostrum comes out second best, *to give to the institution making the experiment a supply of their oil free for a year.* This is like the German druggist who invented a heart-cure and offered two cases to any one who could prove that it was injurious!

Consumption is not the only incurable disease in which there are good pickings for the birds of prey. In a recent issue of the New York Sunday *American-Journal* I find three cancer cures, one dropsy cure, one "heart-disease soon cured," three epilepsy cures and a "case of paralysis cured." Cancer yields to but one agency—the knife. Epilepsy is either the result of pressure on the brain or some obscure cerebral disease; medicine can never cure it. Heart disease is of many kinds, and a drug that may be helpful in relieving symptoms in one case might be fatal in another. The same is true of dropsy. Medical science knows no "cure" for paralysis. As space lacks to consider individually the nature of each nostrum separately, I list briefly, for the protection of those who read, a number of the more conspicuous swindles of this kind now being foisted on the public:

Rupert Wells' Radiatized Fluid, for cancer.

Miles' Heart Disease Cure.

Miles' Grand Dropsy Cure.

Dr. Tucker's Epilepsy Cure.

Dr. Grant's Epilepsy Cure.

W. H. May's Epilepsy Cure.

Dr. Kline's Epilepsy Cure.

Dr. W. O. Bye's Cancer Cure.

Mason's Cancer Cure.

Dr. Williams' Pink Pills for Pale People, which are advertised to cure paralysis and are a compound of green vitriol, starch and sugar.

Purchasers of these nostrums not only waste their money, but in many cases they throw away their only chance by delaying proper treatment until it is too late.

Properly, a "cure" known as Bioplasm belongs in this list, but so ingenious are its methods that it deserves some special attention. In some of the New York papers a brief advertisement, reading as follows, occupies a conspicuous position.

"After suffering for ten years the torture that only an ataxic can know, Mr. E. P. Burnham, of Delmar, N. Y., has been relieved of all pain and restored to health and strength, and the ability to resume his usual pursuits, by an easily obtained and inexpensive treatment which any druggist can furnish. To any fellow-sufferer who mails him a self-addressed envelope Mr. Burnham sends free this prescription which cured him.—*Adv.*

Now, people who give away something for nothing, and spend money advertising for a chance to do it, are as rare in the patent medicine business as out of it, and Delmar, N. Y., is not included in any map of Altruria that I have learned of. E. P. Burnham, therefore, seemed worth writing to. The answer came back promptly, inclosing the prescription and explaining the advertiser's purpose:

"My only motive in the notice which caught your attention is to help other sufferers. *You owe me nothing. I have nothing to sell.* When you are benefited, however, if you feel disposed and able to send me a contribution to assist me in making this great boon to our fellow-sufferers better known it will be thankfully received and used for that purpose."

I fear that Mr. Burnham doesn't make much money out of grateful correspondents who were cured of locomotor ataxia by his prescription, because locomotor ataxia is absolutely and hopelessly incurable. Where Mr. Burnham gets his reward, I fancy, is from the Bioplasm Company, of 100 William street, New York, whose patent medicine is prescribed for me. I should like to believe that his "only motive is to help other sufferers," but as I find, on investigation, that the advertising agents who handle the "Burnham" account are the Bioplasm Company's agents, I am regretfully compelled to believe that Mr. Burnham, instead of being of the tribe of the good Samaritan, is probably an immediate relative of Ananias. The Bioplasm Company also proposes to cure consumption, and is worthy of a conspicuous place in the Fraud's Gallery of Nostrums.

Even the skin of the Ethiop is not exempt from the attention of the quacks. A colored correspondent writes, asking that I "give a paragraph to these frauds who cater to the vanity of those of my race who insult their Creator in attempting to change their color and hair," and inclose a typical advertisement of "Lustorene," which "straightens kinky, nappy, curly hair," and of "Lustorone Face Bleach," which "whitens the darkest skin" and will "bring the skin to any desired shade or color." Nothing could better illustrate to what ridiculous lengths the nostrum fraud will go. Of course, the Lustorone business is fraudulent. Some time since a Virginia concern, which advertised to turn negroes white, was suppressed by the Postoffice Department, which might well turn its attention to Lustorone Face Bleach.

There are being exploited in this country to-day more than 100 cures for diseases that are absolutely beyond the reach of drugs. They are owned by men who know them to be swindles, and who in private conversation will almost always evade the direct statement that their nostrums will "cure" consumption, epilepsy, heart disease and ailments of that nature. Many of them "guarantee" their remedies. They will return your money if you aren't satisfied. And they can afford to. They take the lightest of risks. The real risk is all on the other side. It is their few pennies per bottle against your life. Were the facile patter by which they lure to the bargain a menace to the pocketbook alone, one might regard them only as ordinary

followers of light finance, might imagine them fleching their gain with the confidential, half-brazen, half-ashamed leer of the thimblerrigger. But the matter goes further and deeper. Every man who trades in this market, whether he pockets the profits of the maker, the purveyor or the advertiser, takes toll of blood. He may not deceive himself here, for here the patent medicine is nakedest, most cold-hearted. Relentless greed sets the trap and death is partner in the enterprise.



## VI.—THE FUNDAMENTAL FAKES.

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Advertising and testimonials are respectively the aggressive and defensive forces of the Great American Fraud. Without the columns of the newspapers and magazines wherein to exploit themselves, a great majority of the patent medicines would peacefully and blessedly fade out of existence. Nearly all the world of publications is open to the swindler, the exceptions being the high-class magazines and a very few independent spirited newspapers. The strongholds of the fraud are dailies, great and small, the cheap weeklies and the religious press. According to the estimate of a prominent advertising firm, above 90 per cent. of the earning capacity of the prominent nostrums is represented by their advertising. And all this advertising is based on the well-proven theory of the public's pitiable ignorance and gullibility in the vitally important matter of health.

Study the medicine advertising in your morning paper, and you will find yourself in a veritable goblin-realm of fakery, peopled with monstrous myths. Here is an amulet in the form of an electric belt, warranted to restore youth and vigor to the senile; yonder a magic ring or mysterious inhaler, or a bewitched foot-plaster which will draw the pangs of rheumatism from the tortured body "or your money back;" and again some beneficent wizard in St. Louis promises with a secret philtre to charm away deadly cancer, while in the next column a firm of magi in Denver proposes confidently to exorcise the demon of incurable consumption without ever seeing the patient. Is it credible that a supposedly civilized nation should accept such stuff as gospel? Yet these exploitations cited above, while they are extreme, differ only in degree from nearly all patent-medicine advertising. Ponce de Leon, groping toward that dim fountain whence youth springs eternal, might believe that he had found his goal in the Peruna factory, the Liquozone "laboratory" or the Vitæ-Ore plant; his thousands of descendants in this century of enlightenment painfully drag themselves along poisoned trails, following a will-o'-the-wisp that dances above the open graves.

### Newspaper Accomplices.

If there is no limit to the gullibility of the public on the one hand, there is apparently none to the cupidity of the newspapers on the other. As the Proprietary Association of America is constantly setting forth in veiled warnings, the press takes an enormous profit from patent-medicine advertising. Mr. Hearst's papers alone reap a harvest of more than half a million dollars per annum from this source. The *Chicago Tribune*, which treats nostrum advertising in a spirit of independence, and sometimes with scant courtesy, still receives more than \$80,000 a year in medical patronage. Many of the lesser journals actually live on patent medicines. What wonder that they are considerate of these profitable customers! Pin a newspaper owner down to the issue of fraud in the matter, and he will take refuge in the plea that his advertisers and not himself are responsible for what appears in the advertising columns. *Caveat emptor* is the implied super-scription above this department. The more shame to those publications

which prostitute their news and editorial departments to their greed. Here are two samples, one from the *Cleveland Plain-Dealer*, the other from a temperance weekly:

CURES CATARRH AND ASTHMA.  
FOREIGN SPECIALISTS GIVE REASON FOR  
MARVELOUS SUCCESS OF NEW  
REMEDY, ASCATCO.

"*Vienna, September 9.*—The astonishing success of the Ascatco treatment for catarrh, asthma and bronchitis is wholly attributed to its marvelous action on the mucous membranes, and having no disturbing influence on other organs of the body.

"It is claimed by European savants, from whom this remedy emanated, that five hundred drops will cure permanently even the most obstinate cases. The dose is small and pleasant to take, being only seven drops twice daily. The Austrian dispensary, 32 West Twenty-fifth Street, New York, N. Y., will send a trial treatment of Ascatco free by mail to all sufferers who have not tested the wonderful curative powers of the specific."

THE AMERICAN ISSUE, AN ADVOCATE OF  
CHRISTIAN PATRIOTISM.  
OFFICIAL ORGAN OF THE ANTI-SALOON  
LEAGUE, COLUMBUS, OHIO.

"Paul said: 'Prove all things; hold fast that which is good.' Vitæ-Ore has been before the American people for three decades and is still growing in popularity.

"They have proven and hold fast to it. Read about it on last page. You can test and prove it without a penny risk."

Green Goods "Cable News."

The "Ascatco" advertisement, which the *Plain-Dealer* prints as a cablegram, without any distinguishing mark to designate it as an advertisement, of course, emanates from the office of the nostrum, and is a fraud, as the *Plain-Dealer* well knew when it accepted payment, and became partner to the swindle by deceiving its readers. The Vitæ-Ore "editorial" appears by virtue of a full-page advertisement of this extraordinary fake in the same issue.

Whether, because church-going people are more trusting, and therefore more easily befooled than others, or from some more obscure reason, many of the religious papers fairly reek with patent-medicine fakes. Take, for instance, the *Christian Endeavor World*, which is the undenominational organ of a large, powerful and useful organization, unselfishly working toward the betterment of society. A subscriber who recently complained of certain advertisements received the following reply from the business manager of the publication:

"DEAR SIR:—Your letter of the 4th comes to me for reply. Appreciating the good spirit in which you write, let me assure you that, to the best of our knowledge and belief, we are not publishing any fraudulent or unworthy medicine advertising. We decline every year thousands of dollars' worth of patent-medicine advertising that we think is either fraudulent or misleading. You would be surprised, very likely, if you could know of the people of high intelligence and good character who are benefited by these

medicines. We have taken a great deal of pains to make particular inquiries of our subscribers with respect to this question, and a very large percentage of them are devoted to one or more well-known patent medicines, and regard them as household remedies. Trusting that you will be able to understand that we are acting according to our best and sincerest judgment, I remain, yours very truly,

"THE GOLDEN RULE COMPANY,  
George W. Coleman, Business Manager."

Running through half a dozen recent issues of the *Christian Endeavor World*, I find nineteen medical advertisements of, at best, dubious nature. Assuming that the business management of the *Christian Endeavor World* represents normal intelligence, I would like to ask whether it accepts the statement that a pair of "magic foot drafts" applied to the bottom of the feet will cure any and every kind of rheumatism in any part of the body? Further, if the advertising department is genuinely interested in declining "fraudulent or misleading" copy, I would call their attention to the ridiculous claims of Dr. Shoop's medicines, which "cure" almost every disease; to two hair removers, one an "Indian Secret," the other an "accidental discovery," both either fakes or dangerous; to the lying claims of Hall's Catarrh Cure, that it is "a positive cure for catarrh" in all its stage; to "Syrup of Figs," which is not a fig syrup, but a preparation of senna; to Dr. Kilmer's Swamp Root, of which the principal medicinal constituent is alcohol; and, finally, to Dr. Bye's Oil Cure for cancer, a particularly cruel swindle on unfortunates suffering from an incurable malady. All of these, with other matter, which for the sake of decency I do not care to detail in these columns, appear in recent issues of the *Christian Endeavor World*, and are respectfully submitted to its management and its readers.

### Quackery and Religion.

The *Baptist Watchman* of Oct. 12, 1905, prints an editorial defending the principle of patent medicines. It would be interesting to know whether the back page of the number has any connection with the editorial. This page is given up to an illustrated advertisement of Vitæ-Ore, one of the boldest fakes in the whole Frauds' Gallery. Vitæ-Ore claims to be a mineral mined from "an extinct mineral spring," and to contain free iron, free sulphur and free magnesium. It contains no free iron, no free sulphur, and no free magnesium. It announces itself as "a certain and never-failing cure" for rheumatism and Bright's disease, dropsy, blood poisoning, nervous prostration and general debility, among other maladies. Whether it is, as asserted, mined from an extinct spring or bucketed from a sewer, has no bearing on its utterly fraudulent character. There is no "certain and never-failing cure" for the diseases in its list, and when the *Baptist Watchman* sells itself to such an exploitation it becomes partner to a swindle not only on the pockets of its readers, but on their health as well. In the same issue I find "Piso's Cure for Consumption," "Bye's Cancer Cure," "Mrs. M. Summer's Female Remedy," "Winslow's Soothing Syrup," and "Juven Pills," somewhat disguised here, but in other mediums openly a sexual weakness "remedy."

A correspondent sends me clippings from *The Christian Century*, leading off with an interesting editorial entitled "Our Advertisers," from which I quote in part:

"We take pleasure in calling the attention of our readers to the high grade of advertising which *The Christian Century* commands. We shall continue to advertise only such companies as we know to be thoroughly reliable. During the past year we have refused thousands of dollars'

worth of advertising which other religious journals are running, but which is rated 'objectionable' by the better class of periodicals. Compare our advertising columns with the columns of any other purely religious journal, and let us know what you think of the character of our advertising patrons."

Whether the opinion of a non-subscriber will interest *The Christian Century* I have no means of knowing, but I will venture it. My opinion is that a considerable proportion of its advertisements are such as any right-minded and intelligent publisher should be ashamed to print, and that if its readers accept its indorsement of the advertising columns they



THE PERUNA DRUG MANUFACTURING CO.,  
COLUMBUS, OHIO, U.S.A.

As you are aware, we have your testimonial to our remedy. It has been some time since we have heard from you, and we thought best to make inquiry as to your present state of health, and whether you still occasionally make use of Peruna.

We also want to make quite sure that we have your present street address correctly, and that you are making favorable answers to such letters of inquiry which your testimonial may occasion. Remember that we allow 25 cents for each letter of inquiry. You have only to send the letter you receive, together with a copy of your reply to same and we will forward you 25 cents for each such pair of letters.

We hope you are still a friend of Peruna, and that our continued use of your testimonial will be agreeable to you. We are awaiting stamped envelopes for reply.

Very sincerely yours,

THE PERUNA DRUG MFG CO.

H. W.

Per Carr.

PERUNA'S WAY OF PURCHASING TESTIMONIALS.

will have a very heavy indictment to bring against it. Three "cancer cures," a dangerous "heart cure," a charlatan eye doctor, Piso's Consumption Cure, Dr. Shoop's Rheumatism Cure and Liquozone make up a pretty fair "Frauds' Gallery" for the delectation of *The Christian Century's* readers.

As a convincing argument, many nostrums guarantee, not a cure, as they would have the public believe, but a reimbursement if the medicine is unsatisfactory. Liquozone does this, and faithfully carries out its agreement. Electro-gen, a new "germicide," which has stolen Liquozone's advertising scheme almost word for word, also promises this. Dr. Shoop's agreement

is so worded that the unsatisfied customer is likely to have considerable trouble in getting his money back. Other concerns send their "remedies" free on trial, among these being the ludicrous "magic foot drafts" referred to above. At first thought it would seem that only a cure would bring profit to the makers. But the fact is that most diseases tend to cure themselves by natural means, and the delighted and deluded patient, ascribing the relief to the "remedy," which really has nothing to do with it, sends on his grateful dollar. Where the money is already paid, most people are too inert to undertake the effort of getting it back. It is the easy American way of accepting a swindle as a sort of joke, which makes for the nostrum readers ready profits.

### Safe Rewards.

Then there is the "reward for proof" that the proprietary will not perform the wonders advertised. The Liquozone Company offer \$1,000, I believe, for any germ that Liquozone will not kill. This is a pretty safe offer, because there are no restrictions as to the manner in which the unfortunate germ might be maltreated. If the matter came to an issue, the defendants might put their bacillus in the Liquozoné bottle and freeze him solid. If that didn't end him, they could boil the ice and save their money, as thus far no germ has been discovered which can survive the process of being made into soup. Nearly all of the Hall Catarrh Cure advertisements offer a reward of \$100 for any case of catarrh which the nostrum fails to cure. It isn't enough, though one hundred times that amount might be worth while; for who doubts that Mr. F. J. Cheney, inventor of the "red clause," would fight for his cure through every court, exhausting the prospective \$100 reward of his opponent in the first round? How hollow the "guarantee" pretence is, is shown by a clever scheme devised by Radam, the quack, years ago, when Shreveport was stricken with yellow fever. Knowing that his offer could not be accepted, he proposed to the United States Government that he should eradicate the epidemic by destroying all the germs with Radam's Microbe Killer, offering to deposit \$10,000 as a guarantee. Of course, the Government declined on the ground that it had no power to accept such an offer. Meantime, Radam got a lot of free advertising, and his fortune was made.

No little stress is laid on "personal advice" by the patent-medicine companies. This may be, according to the statements of the firm, from their physician or from some special expert. As a matter of fact, it is almost invariably furnished by a \$10-a-week typewriter, following out one of a number of "form" letters prepared in bulk for the "personal-inquiry" dupes. Such is the Lydia E. Pinkham method. The Pinkham Company writes me that it is entirely innocent of any intent to deceive people into believing that Lydia E. Pinkham is still alive, and that it has published in several cases statements regarding her demise. It is true that a number of years ago a newspaper forced the Pinkham concern into a defensive admission of Lydia E. Pinkham's death, but since then the main purpose of the Pinkham advertising has been to befool the feminine public into believing that their letters go to a woman—who died nearly twenty years ago of one of the diseases, it is said, which her remedy claims to cure.

### The Immortal Mrs. Pinkham.

True, the newspaper appeal is always "Write to Mrs. Pinkham," and this is technically a saving clause, as there is a Mrs. Pinkham, widow of the son of Lydia E. Pinkham. What sense of shame she might be supposed to suffer in the perpetration of an obvious and public fraud is presumably

salved by the large profits of the business. The great majority of the gulls who "write to Mrs. Pinkham" suppose themselves to be addressing Lydia E. Pinkham, and their letters are not even answered by the present proprietor of the name, but by a corps of hurried clerks and typewriters.

You get the same results when you write to Dr. Hartman, of Peruna, for personal guidance. Dr. Hartman himself told me that he took no active part now in the conduct of the Peruna Company. If he sees the letters addressed to him at all, it is by chance. "Dr. Kilmer," of Swamp-Root fame, wants you to write to him about your kidneys. There is no Dr. Kilmer in the Swamp-Root concern, and has not been for many years. Dr. T. A. Slocum, who writes you so earnestly and piously about taking care of your consumption in time, is a myth. The whole "personal medical advice" business is managed by rote, and the letter that you get "special to your case" has been printed and signed before your inquiry ever reached the shark who gets your money.

An increasingly common pitfall is the letter in the newspapers from some sufferer who has been saved from disease and wants you to write and get the prescription free. A conspicuous instance of this is "A Notre Dame Lady's Appeal" to sufferers from rheumatism and also from female trouble. "Mrs. Summers," of Notre Dame, Ill., whose picture in the papers represents a fat Sister of Charity, with the wan, uneasy expression of one who feels that her dinner isn't digesting properly, may be a real lady, but I suspect she wears a full beard and talks in a bass voice, because my letter of inquiry to her was answered by the patent-medicine firm of Vanderhoof & Co., who inclosed some sample tablets and wanted to sell me more. There are many others of this class. It is safe to assume that every advertising altruist who pretends to give out free prescriptions is really a quack medicine firm in disguise.

One instance of bad faith to which the nostrum patron renders himself liable: It is asserted that these letters of inquiry in the patent-medicine field are regarded as private. "All correspondence held strictly private and sacredly confidential," advertises Dr. R. V. Pierce, of the Golden Medical Discovery, etc. A Chicago firm of letter brokers offers to send me 50,000 Dr. Pierce order blanks at \$2 a thousand for thirty days; or I can get terms on Ozomulsion, Theodore Noel (Vitæ-Ore), Dr. Stevens' Nervous Debility Cure, Cactus Cure, women's regulators, etc.

With advertisements in the medical journals the public is concerned only indirectly, it is true, but none the less vitally. Only doctors read these exploitations, but if they accept certain of them and treat their patients on the strength of the mendacious statements it is at the peril of the patients. Take, for instance, the Antikamnia advertising which appears in most of the high-class medical journals, and which includes the following statements:

"Do not depress the heart.  
Do not produce habit.  
Are accurate—safe—sure."

These three lines, reproduced as they occur in the medical journals, contain five distinct and separate lies—a triumph of condensed mendacity unequaled, so far as I know, in the "cure all" class. For an instructive parallel here are two claims made by Duffy's Malt Whiskey, one taken from a medical journal, and hence "ethical," the other transcribed from a daily paper, and therefore to be condemned by all medical men.

Puzzle: Which is the ethical and which the unethical advertisement?

# PIERCE GROUP



A. D. CHRISTIE, ESQ.



T. S. BAILEY, ESQ.



MRS. LINDSEY.



J. W. SWEENEY, ESQ.



MRS. JONES.



MRS. FERGUSON.



F. BERRYMAN, JR.



MRS. CUMMINGS.



ROBT. WORTHINGTON, ESQ.



I. HYDE, ESQ.



J. THOMAS, ESQ.



MRS. GIVENS.



REV. PROSSER.



PROF. W. HAISNER,  
FAMOUS MESMERIST.



MRS. SPICER.

# PE-RU-NA GROUP



MR. JOAKIM ZIMMERMAN



MRS. MARY FROST



HON. DAN COOPER



MISS CAROLINE WEBER



MRS. M. M. RILEY



MR. M. E. MORROW



MRS. JANE GIFT



HON. J. P. MEGREW



MR. S. M. YORK



MRS. NANCY POWER



MR. FRANK BAUER



MR. LYMAN B. SMITH



MISS NELLIE J. BRADY



MR. JOHN MILLER

"It is the only cure and preventative [sic] of consumption, pneumonia, grip, bronchitis, coughs, colds, malaria, low fevers and all wasting, weakening, diseased conditions."

"Cures general debility, overwork, la grippe, colds, bronchitis, consumption, malaria, dyspepsia, depression, exhaustion and weakness from whatever cause."

All the high-class medical publications accept the advertising of "McArthur's Syrup of Hypophosphites," which uses the following statement: "It is the enthusiastic conviction of many (physicians) that its effect is truly specific." That looks to me suspiciously like a "consumption cure" shrewdly expressed in pseudo-ethical terms.

### The Germicide Family.

Zymoticine, if one may believe various medical publications, "will prevent microbe proliferation in the blood streams, and acts as an efficient eliminator of those germs and their toxins which are already present." Translating this from its technical language, I am forced to the conviction that Zymoticine is half-brother to Liquozone, and if the latter is illegitimate at least both are children of Beelzebub, father of all frauds. Of the same family are the "ethicals" Acetozone and Keimol, as shown by their germicidal claims.

Again, I find exploited to the medical profession, through its own organs, a "sure cure for dropsy." "Hygeia presents her latest discovery," declares the advertisement, and fortifies the statement with a picture worthy of Swamp-Root or Lydia Pinkham. Every intelligent physician knows that there is no sure cure for dropsy. The alternative implication is that the advertiser hopes to get his profits by deluding the unintelligent of the profession, and that the publications which print his advertisement are willing to hire themselves out to the swindle.

In one respect some of the medical journals are far below the average of the newspapers, and on a par with the worst of the "religious" journals. They offer their reading space for sale. Here is an extract from a letter from the *Medical Mirror* to a well-known "ethical firm:"

"Should you place a contract for this issue we shall publish a 300-word report in your interest in our reading columns."

Many other magazines of this class print advertisements as original reading matter calculated to deceive their subscribers.

Back of all patent medicine advertising stands the testimonial. Produce proofs that any nostrum can not in its nature perform the wonders that it boasts, and its retort is to wave aloft its careful horde of letters and cry:

"We rest on the evidence of those we have cured."

The crux of the matter lies in the last word. Are the writers of those letters really cured? What is the value of these testimonials? Are they genuine? Are they honest? Are they, in their nature and from their source, entitled to such weight as would convince a reasonable mind?

Three distinct types suggest themselves: The word of grateful acknowledgement from a private citizen, couched in such terms as to be readily available for advertising purposes: the encomium from some person in public life, and the misspelled, illiterate epistle which is from its nature so unconvincing that it never gets into print, and which outnumbers the other two classes a hundred to one. First of all, most nostrums make a point of the mass of evidence. Thousands of testimonials, they declare,



just as valuable for their purposes as those they print, are in their files. This is not true. I have taken for analysis, as a fair sample, the "World's Dispensary Medical Book," published by the proprietors of Pierce's Favorite Prescription, the Golden Medical Discovery, Pleasant Pellets, the Pierce Hospital, etc. As the dispensers of several nostrums, and because of their long career in the business, this firm should be able to show as large a collection of favorable letters as any proprietary concern.

### Overworked Testimonials.

In their book, judiciously scattered, I find twenty-six letters twice printed, four letters thrice printed, and two letters produced four times. Yet the compilers of the book "have to regret" (editorially) that they can "find room only for this comparatively small number in this volume." Why repeat those they have if this is true? If enthusiastic indorsements poured in on the patent medicine people, the Duffy's Malt Whiskey advertising management would hardly be driven to purchasing its letters from the very aged and from disreputable ministers of the gospel. If all the communications were as convincing as those published, the Peruna Company would not have to employ an agent to secure publishable letters, nor the Liquezone Company indorse across the face of a letter from a Mrs. Benjamin-Charteris: "Can change as we see fit." Many, in fact I believe I may say almost all, of the newspaper-exploited testimonials are obtained at an expense to the firm. Agents are employed to secure them. This costs money. Drug-gists get a discount for forwarding letters from their customers. This costs money. Persons willing to have their picture printed get a dozen photographs for themselves. This costs money. Letters of inquiry answered by givers of testimonials bring a price—25 cents per letter, usually. Here is a document sent out periodically by the Peruna Company to keep in line its "unsolicited" beneficiaries:

"As you are aware, we have your testimonial to our remedy. It has been some time since we have heard from you, and so we thought best to make inquiry as to your present state of health and whether you still occasionally make use of Peruna. We also want to make sure that we have your present street address correctly, and that you are making favorable answers to such letters of inquiry which your testimonial may occasion. Remember that we allow 25 cents for each letter of inquiry. You have only to send the letter you receive, together with a copy of your reply to the same, and we will forward you 25 cents for each pair of letters.

"We hope you are still a friend of Peruna and that our continued use of your testimonial will be agreeable to you. We are inclosing stamped envelope for reply. Very sincerely yours,

"THE PERUNA DRUG MANUFACTURING COMPANY,

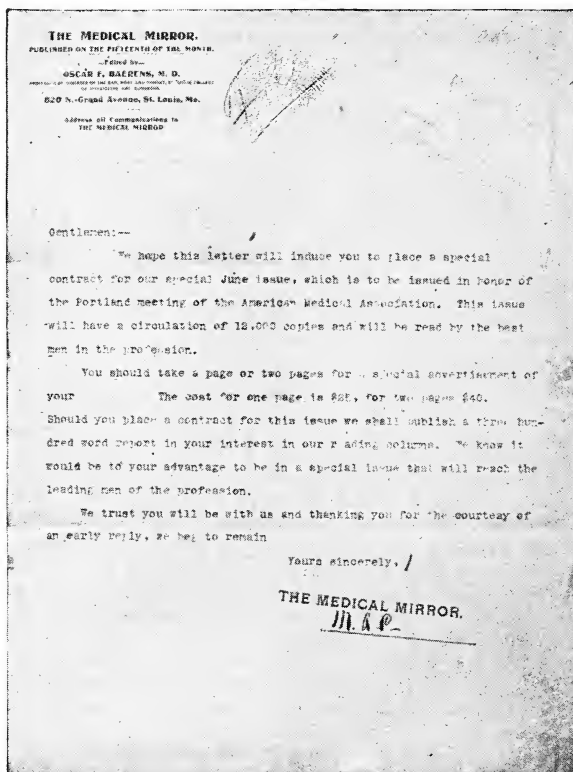
"Per Carr."

And here is an account of another typical method of collecting this sort of material, the writer being a young New Orleans man, who answered an advertisement in a local paper, offering profitable special work to a newspaper man with spare time:

"I found the advertiser to be a woman, the coarseness of whose features was only equaled by the vulgarity of her manners and speech, and whose self-assertiveness was in proportion to her bulk. She proposed that I set about securing testimonials to the excellent qualities of Peruna, which she pronounced 'Pay-Runa,' for which I was to receive a fee of \$5 to \$10, according to the prominence of 'the guy' from whom I obtained it. This I declined

flatly. She then inquired whether or not I was a member of any social organizations or clubs in the city, and receiving a positive answer she offered me \$3 for a testimonial, including the statement that Pay-Runa had been used by the members of the Southern Athletic Club with good effects, and raised it to \$5 before I left.

"This female exhibited to me what purported to be a letter of introduction from ex-Governor Hogg, of Texas, 'To whom it may concern,' and



#### MEDICAL JOURNALISTIC ETHICS.

A frank proposition to sell a nostrum favorable editorial mention.

among other interesting documents sheets of letterpaper signed in blank by happy users of Pay-Runa, which she was to fill out to suit herself.

#### No Questions Desired.

"Upon my asking her what her business was before she undertook the Pay-Runa work, she became very angry. Now, when a female is both very large and very angry, the best thing for a small, thin young man to do is to leave her to her thoughts and the expression thereof. I did it."

Testimonials obtained in this way are, in a sense, genuine; that is, the nostrum firm has documentary evidence that they were given; but it is hardly necessary to state that they are not honest. Often the handling of the material is very careless, as in the case of Doan's Kidney Pills, which ran an advertisement in a Southern city embodying a letter from a resident of that city who had been dead nearly a year. Cause of death, kidney disease.

In a former article I have touched on the matter of testimonials from public men. These are obtained through special agents, through hangers-on of the newspaper business who wheedle them out of congressmen or senators, and sometimes through agencies which make a specialty of that business. A certain Washington firm made a "blanket offer" to a nostrum company of a \$100 joblot of testimonials, consisting of one De Wolf Hopper, one Sarah Bernhardt, and six "statesmen," one of them a United States senator. Whether they had Mr. Hopper and Mme. Bernhardt under agreement or were simply dealing in futures I am unable to say, but the offer was made in business-like fashion. And the "divine Sarah" at least seems to be an easy subject for patent medicines, as her letters to them are by no means rare. Congressmen are notoriously easy to get, and senators are by no means beyond range. There are several men now in the United States Senate who have, at one time or another, prostituted their names to the uses of fraud medicines, which they do not use and of which they know nothing. Naval officers seem to be easy marks. Within a few weeks a retired admiral of our navy has besmirched himself and his service by acting as pictorial sales agent for Peruna. If one carefully considers the "testimonials" of this class it will appear that few of the writers state that they have ever tried the nostrum. We may put down the "public man's" indorsement, then, as genuine (documentarily), but not honest. Certainly it can bear no weight with an intelligent reader.

Almost as eagerly sought for as this class of letter is the medical indorsement. Medical testimony exploiting any medicine advertised in the lay press withers under investigation. In the Liquozone article of this series I showed how medical evidence is itself "doctored." This was an extreme instance, for Liquozone, under its original administration, exhibited less conscience in its methods than any of its competitors that I have encountered. Where the testimony itself is not distorted, it is obtained under false pretences or it comes from men of no standing in the profession. Some time ago Duffy's Malt Whiskey sent out an agent to get testimonials from hospitals. He got them. How he got them is told in a letter from the physician in charge of a prominent Pennsylvania institution:

"A very nice appearing man called here one day and sent in his card, bearing the name of Dr. Blank (I can't recall the name, but wish I could), a graduate of Vermont University. He was as smooth an article as I have even been up against, and I have met a good many. He at once got down to business and began to talk of the hospitals he had visited, mentioning physicians whom I knew either personally or by reputation. He then brought out a lot of documents for me to peruse, all of which were bona fide affairs, from the various institutions, signed by the various physicians or resident physicians, setting forth the merits or use of 'Duffy's Malt Whiskey. He asked if I had ever used it. I said yes, but very little, and was at the time using some, a fact, as I was sampling what he handed me. He then placed about a dozen small bottles, holding possibly two ounces, on the table, and said I should keep it, and he would send me two quarts free for use here as soon as he got back.

### Getting a Testimonial from a Physician.

"He next asked me if I would give him a testimonial regarding Duffy's Whiskey. I said I did not do such things, as it was against my principles to do so. 'But this is not for publication,' he said. I replied that I had used but little of it, and found it only the same as any other whisky. He then asked if I was satisfied with the results as far as I had used it. I replied that I was. He then asked me to state that much, and I very foolishly said I would, on condition that it was not to be used as an advertisement, and he assured me it would not be used. I then, in a few words, said that 'I (or we) have used and are using Duffy's Malt Whiskey, and are satisfied with the results,' signing my name to the same. He left here, and what was my surprise to receive later on a booklet in which was my testimonial and many others, with cuts of hospitals ranging along with people who had reached 100 years by use of the whiskey, while seemingly all ailments save ringbone and spavin were being cured by this wonderful beverage. I was provoked, but was paid as I deserved for allowing a smooth tongue to deceive me. Duffy's Malt Whiskey has never been inside this place since that day and never will be while I have any voice to prevent it. The total amount used at the time and before was less than half a gallon."

This hospital is still used as a reference by the Duffy people.

Many of the ordinary testimonials which come unsolicited to the extensively advertised nostrums in great numbers are both genuine and honest. What of their value as evidence?

Some years ago, so goes a story familiar in the drug trade, the general agent for a large jobbing house declared that he could put out an article possessing not the slightest remedial or stimulant properties, and by advertising it skillfully so persuade people of its virtues that it would receive unlimited testimonials to the cure of any disease for which he might choose to exploit it. Challenged to a bet, he became a proprietary owner. Within a year he had won his wager with a collection of certified "cures" ranging from anemia to pneumonia. Moreover, he found his venture so profitable that he pushed it to the extent of thousands of dollars of profits. His "remedy" was nothing but sugar. I have heard "Kaskine" mentioned as the "cure" in the case. It answers the requirements, or did answer them at that time, according to an analysis by the Massachusetts State Board of Health, which shows that its purchasers had been paying \$1 an ounce for pure granulated sugar. Whether "Kaskine" was indeed the subject of this picturesque bet, or whether it was some other harmless fraud, is immaterial to the point, which is that where the disease cures itself, as nearly all diseases do, the medicine gets the benefit of this *via medicatrix nature*—the natural corrective force which makes for normal health in every human organism. Obviously, the sugar testimonials can not be regarded as very weighty evidence.

### Testimonials for a Magic Ring.

There is being advertised now a finger ring which by the mere wearing cures any form of rheumatism. The maker of that ring has genuine letters from people who believe that they have been cured by it. Would any one other than a believer in witchcraft accept those statements? Yet they are just as "genuine" as the bulk of patent medicine letters and written in as good faith. A very small proportion of the gratuitous indorsements get into the newspapers, because, as I have said, they do not lend themselves

well to advertising purposes. I have looked over the originals of hundreds of such letters, and more than 90 per cent. of them—that is a very conservative estimate—are from illiterate and obviously ignorant people. Even those few that can be used are rendered suitable for publication only by careful editing. The geographical distribution is suggestive. Out of 100 specimens selected at random from the Pierce testimonial book, eighty-seven are from small, remote hamlets, whose very names are unfamiliar to the average man of intelligence. Only five are from cities of more than 50,000 inhabitants. Now, Garden City, Kas.; North Yamhill, Ore.; Theresa, Jefferson County N. Y.; Parkland, Ky., and Forest Hill, W. Va., may produce an excellent brand of Americanism, but one does not look for a very high average of intelligence in such communities. Is it only a coincidence that the mountain districts of Kentucky, West Virginia and Tennessee, recognized as being the least civilized parts of the country, should furnish a number of testimonials, not only to Pierce, but to Peruna, Paine's Celery Compound and other brands, out of all proportion to their population? On page 61 is a group of Pierce enthusiasts and a group of Peruna witnesses. Should you, on the face of this exhibit, accept their advice on a matter wholly affecting your physical welfare? This is what the advertiser is asking you to do.

Secure as is the present control of the Proprietary Association over the newspapers, there is one point in which I believe almost any journal may be made to feel the force of public opinion, and that is the matter of common decency. Newspapers pride themselves on preserving a respectable moral standard in their news columns, and it would require no great pressure on the part of the reading public (which is surely immediately interested) to extend this standard to the advertising columns. I am referring now not only to the unclean sexual, venereal and abortion advertisements which deface the columns of a majority of papers, but also to the exploitation of several prominent proprietaries.

Recently a prominent Chicago physician was dining *en famille* with a friend who is the publisher of a rather important paper in a Western city. The publisher was boasting that he had so established the editorial and news policy of his paper that every line of it could be read without shame in the presence of any adult gathering.

"Never anything gets in," he declared, "that I couldn't read at this table before my wife, son and daughter."

The visitor, a militant member of his profession, snuffed battle from afar. "Have the morning's issue brought," he said. Turning to the second page he began on Swift's Sure Specific, which was headed in large black type with the engaging caption, "Vile, Contagious Blood Poison." Before he had gone far the 19-year-old daughter of the family, obedient to a glance from the mother, had gone to answer the opportune ring at the telephone, and the publisher had grown very red in the face.

"I didn't mean the advertisements," he said.

"I did," said the visitor, curtly, and passed on to one of the extremely intimate, confidential and highly corporeal letters to the ghost of Lydia E. Pinkham, which are a constant ornament of the press. The publisher's son interrupted:

"I don't believe that was written for me to hear," he observed. "I'm too young—only 25, you know. Call me when you're through. I'll be out looking at the moon."

Relentlessly the physician turned the sheet and began on one of the Chattanooga Medical Company's physiological editorials, entitled "What

Men Like in a Girl." For loathsome and gratuitous indecency, for leering appeal to their basest passions, this advertisement and the others of the Wine of Cardui series sound the depths. The hostess lasted through the second paragraph, when she fled, gasping.

### The Readers Can Regulate Their Papers' Advertising Columns.

"Now," said the physician to his host, "what do you think of yourself?"

The publisher found no answer, but thereafter his paper was put under a censorship of advertising. Many dailies refuse such "copy" as this of Wine of Cardui. And here, I believe, is an opportunity for the entering wedge. If every subscriber to a newspaper who is interested in keeping his home free from contamination would protest and keep on protesting against advertising foulness of this nature, the medical advertiser would soon be restricted to the same limits of decency which other classes of merchandise accept as a matter of course, for the average newspaper publisher is quite sensitive to criticism from his readers. A recent instance came under my own notice in the case of the Auburn (N. Y.) *Citizen*, which bought out an old-established daily, taking over the contracts, among which was a large amount of low-class patent medicine advertising. The new proprietor, a man of high personal standards, assured his friends that no objectionable matter would be permitted in his columns. Shortly after the establishment of the new paper there appeared an advertisement of Juven Pills, referred to above. Protests from a number of subscribers followed. Investigation showed that a so-called "reputable" patent medicine firm had inserted this disgraceful paragraph under their contract. Further insertions of the offending matter were refused and the Hood Company meekly accepted the situation. Another central New York daily, the *Utica Press*, rejects such "copy" as seems to the manager indecent, and I have yet to hear of the paper's being sued for breach of contract. No perpetrator of unclean advertising can afford to go into court on this ground, because he knows that his matter is indefensible.

Our national quality of commercial shrewdness fails us when we go into the open market to purchase relief from suffering. The average American, when he sets out to buy a horse, or a house, or a box of cigars, is a model of caution. Show him testimonials from any number of prominent citizens and he would simply scoff. He will, perhaps, take the word of his life-long friend, or of the pastor of his church, but only after mature thought, fortified by personal investigation. Now observe the same citizen seeking to buy the most precious of all possessions, sound health. Anybody's word is good enough for him here. An admiral whose puerile vanity has betrayed him into a testimonial; an obliging and conscienceless senator; a grateful idiot from some remote hamlet; a renegade doctor or a silly woman who gets a bonus of a dozen photographs for her letter—any of these are sufficient to lure the hopeful patient to the purchase. He wouldn't buy a second-hand bicycle on the affidavit of any of them, but he will give up his dollar and take his chance of poison on a mere newspaper statement which he doesn't even investigate. Every intelligent newspaper publisher knows that the testimonials which he publishes are as deceptive as the advertising claims are false. Yet he salves his conscience with the fallacy that the moral responsibility is on the advertiser and the testimonial-giver. So it is, but the newspaper shares it. When an aroused public sentiment shall make our public men ashamed to lend themselves to this charlatany, and shall enforce on the profession of journalism those standards of decency in the field of medical advertising which apply to other advertisers, the Proprietary Asso-

ciation of America will face a crisis more perilous than any threatened legislation. For printers' ink is the very life-blood of the noxious trade. Take from the nostrum vendors the means by which they influence the millions, and there will pass to the limbo of pricked bubbles a fraud whose flagrancy and impudence are of minor import compared to the cold-hearted greed with which it grinds out its profits from the sufferings of duped and eternally hopeful ignorance.

## SERIES II.—QUACKS AND QUACKERY.

### I. THE SURE-CURE SCHOOL.

No peril in the whole range of human pathology need have any terrors for the man who can believe the medical advertisements in the newspapers. For every ill there is a "sure cure" provided, in print. Dr. This is as confident of removing your cancer without the use of the knife as Dr. That is of eradicating your consumption by his marvelous new discovery, or Dr. Otherone of rehabilitating your kidneys, which the regular profession has given up as a hopeless job.

The more deadly the disease the more blatantly certain is the quack that he alone can save you, and in extreme cases, where he has failed to get there earlier, he may even raise you from your coffin and restore you to your astonished and admiring friends. Such things have happened—in the advertising columns of the newspapers—and pitiful groppers after relief from suffering believe that they may happen again, otherwise charlatanry would cease to spread its daily cure.

Advertising furnishes the surest diagnosis of quackery. Any doctor, institution or medical concern which promises to cure disease, either in a public advertisement or in a circular or letter is, in its own type, branded "quack," and the man who wastes his money and his health on such is the Foolkiller's ablest assistant.

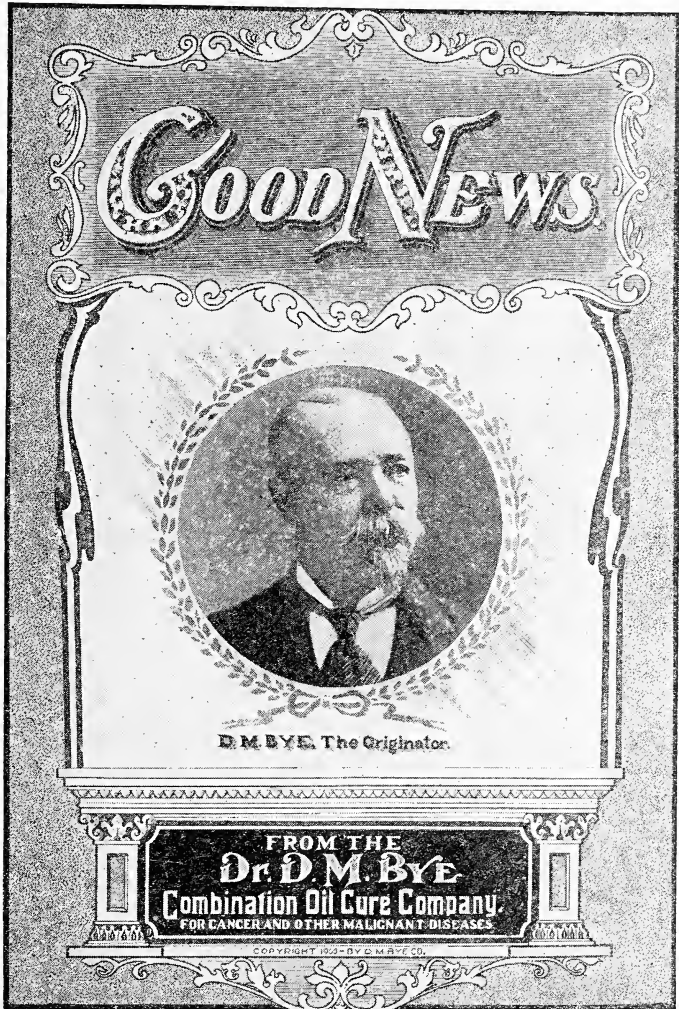
If there is one disease more than another where quackery means death to the patient, it is tuberculosis. For, taken early, consumption may be cured, not by medicine, indeed, but by regulated diet, open air, and sunlight. Yet the aim of the consumption quack is either to draw patients to his "sanatorium," often in a crowded city, where they will live under unhealthy conditions, or to treat them by some "special" method, usually a stimulant medicine, which excites the hopes while it undermines the stamina of the victim. There is good money for the crooked doctor in tubercular diseases, because the patient usually dies slowly, willing to the end to give up his last dollar for any promise of life. A distinguished citizen of Cincinnati amassed a large fortune from his understanding of the financial possibilities of tuberculosis. Dr. Thomas W. Graydon is now dead, but you wouldn't know it from the circular of his Alpha Medical Institute, which survives him. This institute continues to send out Dr. Graydon's literature promising to cure consumption by the Andral Broca method, which is a combination of worthless inhalation with worse than worthless medicines. The patient is encouraged to diagnose his own case, and this valuable hint is pressed on him: "Shortness of breath on making any unusual exertion . . . is a serious warning that the lungs are affected."

#### Even the Laboratories are Fakes.

That is, if a man unaccustomed to exercise should rush up fourteen flights of stairs, three steps at a leap, and should then discover that his breathing was somewhat labored, his proper course would be to rush hastily down again and write to Dr. Graydon for help. On this principle it seemed to me the Alpha Medical Institute would require large and commodious quarters in which to transact its extensive business, and I was not surprised to note in its pamphlet the picture of a fine office building bearing its sign. A visit to the given address in Cincinnati, however,



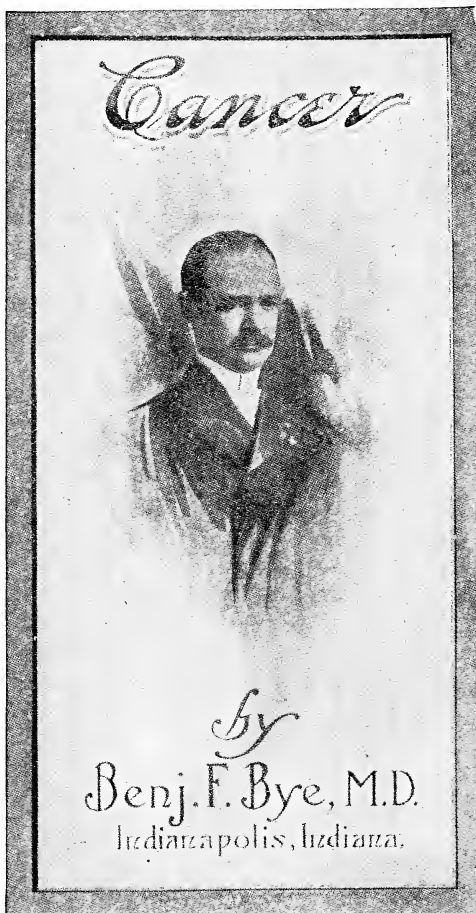
revealed no such edifice as adorns the pamphlet's pages. On the site where it should have stood was a row of dingy houses, of distinctly funereal aspect. In one of these, designated as "office," I was received by a "manager" who seemed unaccountably perturbed at my visit. He was re-



FATHER AND FOUNDER OF A FAMILY OF QUACKS.

luctant to give his name, or the name of any of the "consulting physicians." He couldn't tell me anything about the "Andral Broca method," whence it got its name or what it meant. He couldn't cite a single instance in support of the claim that the Graydon method "has been gener-

ally accepted and adopted by the leading medical authorities, and by the medical profession as a whole." His one argument was that he could produce testimonials, and his one plea, that the Institute ought not to be "pounded," as it was going out of business in a few months, anyway. This means that the field is exhausted; that, as invariably will happen, the accumulated force of experience, proving the Alpha Medical Institute to be



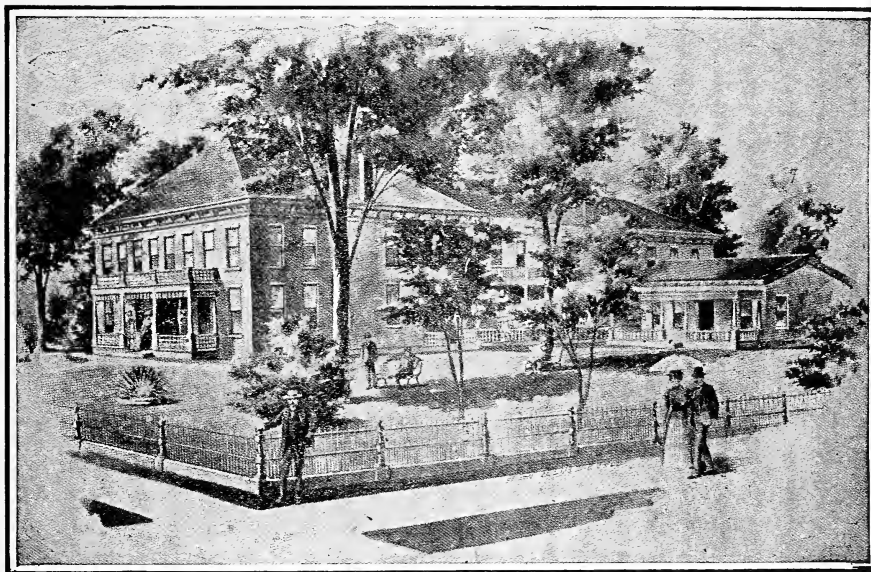
A CHIP OF THE OLD BLOCK.

The youngest Bye sends out letters to his patients warning them against quackery in the cancer cure business.

a fraud, has finally overcome the counter-force of its advertising. Probably its proprietors (I understand that Dr. Graydon's sons have got rid of the business as a baneful influence upon their social aspirations) will presently start up under some other name.

New York has had a flourishing concern of this kind, the Koch Consumption Cure, with branches in the principal cities of the country, some of which still survive. Reuben N. Mayfield was the presiding genius of this hopeful scheme. Untrammelled by any meager considerations of the law, he copyrighted the famous Koch's picture for his own use, forged a document or two, and was doing famously when the County Medical Society descended upon him and he hastened to parts unknown to avoid forcible removal to a large sanatorium for the treatment of moral ailments at Sing Sing. The "Secretary" of his outfit, P. L. Anderson, is now running an X-Ray Consumption Cure swindle at 50 West Twenty-second Street, New York. "Koch Institutes" still flourish in other cities.

Somewhat on the Koch concern order is a scheme conducted by "Dr." Derk P. Yonkerman at Kalamazoo, Mich. "Dr." Yonkerman is one of



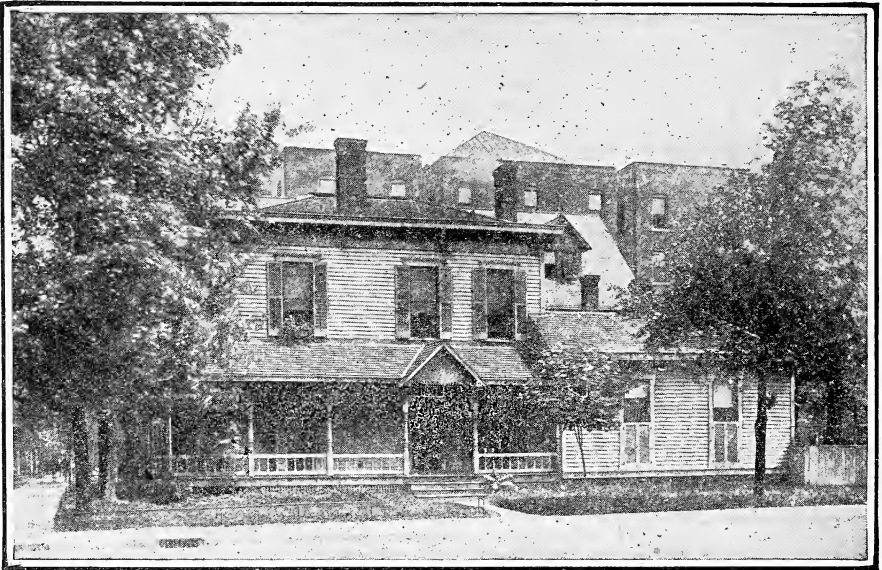
Dr. B. F. Bye's "down-town" office and laboratory, as represented in his booklets, surrounded by broad lawns and shade trees—which exist in Dr. Bye's mind only.

those altruists who take "a personal interest in your case." He advertises a two hundred-page free medical book on consumption, which will prove to the dissatisfaction of any reasonable person that he's got it. The reader is urged to fill out a symptom blank, in reply to which he gets a letter from John Adam May, M.D., "consulting physician" and "specialist in tuberculosis," diagnosing that disease, and advising the use of Tuberculozyne (Yonkerman's remedy) at once. This letter, of course, is a form letter. I tested John Adam May, M.D., by sending him a list of symptoms that even a quack could hardly have regarded as possibly indicating tuberculosis, if he had considered them; but John Adam hadn't the wit to see the patent trap, and walked in by advising me that "your symptoms indicate the presence of the poisonous toxins generated by the consumption germ." "Tuberculozyne" is one of those vicious morphin

concoctions which dull the patient's perceptions, render him insensible of the augmented progress of the disease, and keep him the unconscious and profitable slave of the dispenser until death puts an end to the gruesome farce.

The Woman's Mutual Benefit Company of Joliet, Ill., has a scheme for swindling consumptives that works pretty well. It maintains women agents in various towns who personally canvass the sick. To the pastor of an Iola (Kan.) church I am indebted for an illuminating instance of the company's methods:

"A very poor man with a wife and two children is dying of consumption here. The doctors have said he will live about two months. The local agent of this 'medicine company' went to see him and aroused his hope of recovery by telling him of the wonders this stuff will do. A lodge to



#### THE QUACKS CAN NOT HELP LYING, EVEN ABOUT SELF-EVIDENT FACTS.

Dr. B. F. Bye's office as it actually is at 301 North Illinois Street, Indianapolis. The brick building in the rear is a hotel, in no way connected with Dr. Bye's establishment.

which he belongs raised about \$10 to pay for one month's treatment. He is now weaker than ever. About a week ago he sent for me, and I, thinking the end was at hand, hurried to him. He wanted to get \$12 from me to buy more Phosphozone! I sent for the agent and told her to treat the man on the basis of the guarantee on the label, and that if any physician of standing pronounced him cured, I would pay the bill. Needless to say, she wanted the money first."

#### Consumption Cure Frauds.

The man is since dead, and his family is penniless. "Phosphozone" is guaranteed by the Woman's Mutual Benefit Company to cure consump-

tion. Being a practically inert mixture of creosote and sugar, it will cure consumption just as it "cured" the poor dupe in Iola. It is a fake, pure and simple.

Mechanical devices and new "discoveries" for curing consumption abound. The Cabinaire Institute of New York City advertises a Finsen-ray treatment which is no more the real Finsen ray than is a tallow-candle, being merely ordinary electric light passed through blue glass. There are "X-Ray" and Violet-Ray "cures," atomizers, vaporizers, the Bensonizer treatment, which is admitted to some supposedly particular magazines, the Condor Inhalation, and other specious devices for the relief of consumptives. The only thing they actually relieve any consumptive of is money. One and all, they are impotent to cure. Equally to be shunned are the concerns which exploit private medicines, such as the Lung Germine Company of Jackson, Mich., and the Sacco Institute, which "cures" hemorrhage in twenty-four hours by a combination of South African herbs. One rule can be set down for the whole field of tuberculosis remedies; every advertisement of a consumption cure cloaks a swindle.

### The Cancer Vampire.

The same is true of cancer cures. In this department of quackery the Bye family is preëminent. The family practice has split, owing to business differences, the father and one son conducting separate and rival establishments in Indianapolis and the two other sons operating from Kansas City. The fountain-head of the Bye fakery is D. M. Bye, president of the Dr. D. M. Bye Combination Oil Cure Company of Indianapolis. What kind of a "doctor" "Dr." Bye is, I do not know, but he is not an M.D. Perhaps he is a D.D. He has founded a little church in Indianapolis with the money extracted from his dupes, a type of financial penance made familiar by men of more conspicuous standing in the world. Dr. Bye slavers with piety in his "literature." "Surely God's blessing attends the oil cure." "We ask the prayers of God's people that we may keep humble, meek and lowly in heart like Jesus would have us. So we pray." After which, this Uriah Heep of the quack business turns to and swindles the credulous patients who are misled by his religious pretenses, contributing a tithe of the blood-money to his private church. Quite frequently I heard in Indianapolis that whatever might be said of "Dr." Bye's business, he was "such a good man, and so unassuming; runs that church at his own expense." Truly it pays Uriah to be 'umble and pious.

It is against the Bye principle to use the knife. Such is the inference from the advertising. "The knife, even in the hands of the most skilled operators, proves as deadly as the disease." What would be the advantage of undergoing surgical operation, anyway, when "our treatment gives universal satisfaction," and is declared to meet with "almost universal success?"

"Almost universal success" is rather an elastic term, if one may credit Dr. L. T. Leach, the present manager of the "Dr." D. M. Bye Company. Dr. Leach, apparently forgetful of his advertising, frankly stated to me that the Bye treatment cured about 10 per cent. of the cases of genuine, malignant cancer, and he wished to exclude from this sarcoma, one of the commonest and the most deadly form, on the ground that it was not cancer at all! Asked to reconcile his 90 per cent. of cases lost with his claim of "almost universal success," he found no answer. "We do as well as anybody can do," he said.

Even if this were so—and I leave to the reader's judgment young Dr. Leach's implied claim of equality with the most eminent surgeons in the country—the fact remains that the Dr. D. M. Bye Combination Oil treatment is built on charlatanry, since, by the admission of its manager,

it performs at most only a small percentage of what it promises. As for the surgeon's knife, the knife which "proves as deadly as the disease," etc., it is habitually used in the Bye establishment. This, on the explicit admission of Dr. Leach.

### From Bye to Bye.

Across the street from the Dr. D. M. Bye offices is the "down-town office and laboratory" of Dr. B. F. Bye. In the circulars this is pictured



G. M. CURRY, M. D.

Member of State Medical Societies of Ohio  
and Kentucky;

United States Pension Examiner;

Surgeon for the Inter-Urban Railway and  
Terminal Co., of Cincinnati, O.;

Examining Physician for  
The Royal Arcanum, New York Mutual,  
Washington Life, Massachusetts Mutual  
and Prudential Insurance Companies;

Ex-Health Officer of Lebanon, Ohio, etc., etc.

### A STRONGLY ENDORSED QUACK.

Of the ten statements which Dr. Curry prints under his picture, three are true, one other is probably true, and the remaining six are lies.

as a large and commodious brick building, standing far back in an imposing shaded yard. The picture is purely imaginary. So is that of the doctor's "Sanatorium" in the same pamphlet. The B. F. Dye outfit is

ensconced in a shabby wooden house close to the street, and the "office and laboratory" are little more imposing inside than outside. The younger Bye makes the preposterous claim of 82 per cent. of "complete recoveries." His "remedy" consists of a sort of paste of clay, glycerin, salicylic acid and oil of wintergreen; a mixture of cathartics for internal use; a vaseline preparation; and the oil itself, which is ordinary commercial cottonseed oil with an infusion of vegetable matter, probably hyoscyamus. And with this combination he proposes to remove cancer and cure the condition that causes it! His treatment wouldn't remove a wart or cure a mosquito bite.

Dr. B. F. Bye's correspondence is replete with unconscious humor; *vide* this sample from his "hurry-up" form-letter: "When I pause and consider the amount of quackery and humbuggery practiced all over the country, it is not difficult to understand why the afflicted hesitate to accept new treatment, no matter how logical it may be."

He belongs to most of the fake medical organizations in the country, whose diplomas (purchased) he proudly displays on his walls. The remaining two members of this estimable clan do a "soothing, balmy oil" business, under the title "The Dr. Bye Company, Kansas City." They make the same ridiculous claims, and, from the bulk of their advertising, would seem to be prospering beyond the other branches at present.

Another quack family with a cancer branch is the Kilmer family of Binghamton, N. Y. Kilmer's Swamp Root, one of the most blatant of the "patent-medicine" swindles, was devised by Dr. S. Andral Kilmer, who sold out years ago (although Swamp Root dupes are still urged to write him), and is now proprietor of a "CanCeriorium," and an itinerant charlatan. "Cancer's First Conqueror" is his modest description of himself. He "itinerates" through the large towns and small cities of New York State, advertising like Barnum's circus. Free consultation, remedies at \$3 a week, and treatment at \$2 a week, constitute his traveling plan. At his CanCeriorium at Binghamton, N. Y., the charges are higher. A campus caretaker at Hamilton College, afflicted with facial cancer, went to Dr. Kilmer's Canceriorium on a fund raised for him among the undergraduates, who did not know of the nature of the institution. He was provided with all the liquor he could drink, evidently with a view to keeping him drugged, until Kilmer had extracted \$800 from him, when the progress of his disease was so marked that he became frightened and left, going to a reputable surgeon, who at once operated. He is now back at work. This man kept track of seven of the CanCeriorium patients whom he came to know well, of whom, so he tells me, five died and the other two are apparently going the same way. Dr. S. Andral Kilmer represents an old, picturesque and fast-disappearing tribe of bunco-artists, and when his side-whiskers disappear from the pages of the small city dailies, those publications will be the less amusing, though the more respectable for the loss.

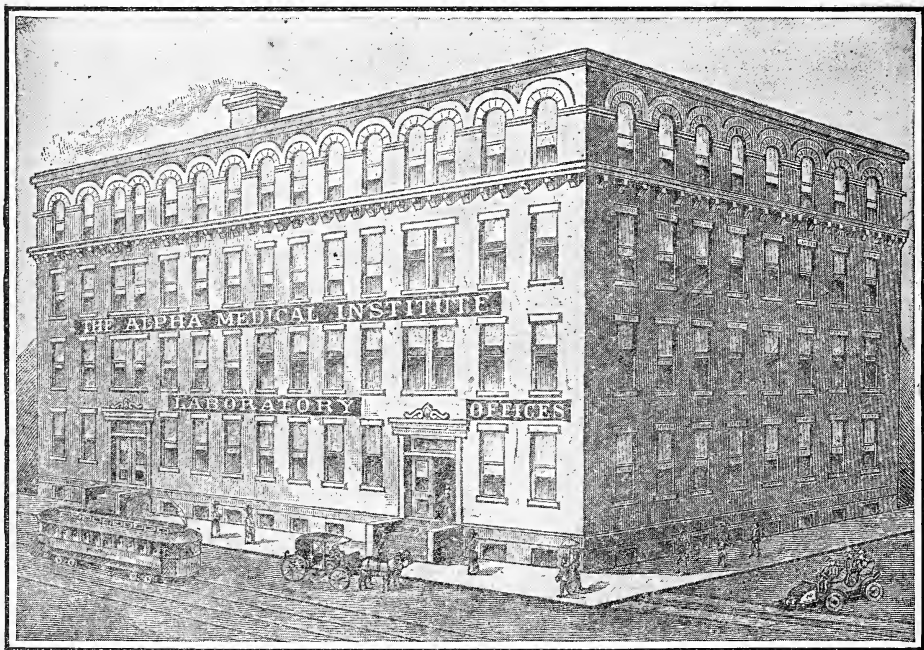
#### An Ananias of Quackdom.

Much more up to date in his methods is Dr. G. M. Curry of Lebanon, Ohio. I don't want to overrate Dr. Curry in his own department of human activity, but he seems to me, on the whole, one of the most eminent all-around liars I have encountered anywhere in Quackdom. According to his own statements Dr. Curry has discovered not only the germ of cancer, but also a sure cure for it. Any kind of cancer is easy for him. "Worst cases cured in twenty days. To use other treatment simply invites death." Thus his advertising, which seems hardly fair to his fellow-fakers.

The fact is, of course, that Dr. Curry can not cure cancer, and he knows that he can not. He has not found and identified "the real cancer

organism," as he claims, and his statement to this effect is a deliberate falsehood.

He exploits himself as a member of the Ohio and Kentucky State Medical Societies, which he is not, and Surgeon for the Inter-Urban Railway Company of Cincinnati, which writes me that he is not in their employ; also examining physician for the New York Mutual Life Insurance Company, the Massachusetts Mutual Life Insurance Company, the Prudential Life Insurance Company, and other similar organizations. His commission with the latter company was terminated in 1897, the New York Mutual got rid of him as soon as the nature of his business became



#### FAKE HOME OF A FAKE MEDICINE.

This picture is taken from the Alpha Medical Institute's booklet, which asserts that this is their headquarters at 316, 318, 320, and 322 East 6th St., Cincinnati, Ohio. The photograph on page 80 shows the houses at 316 and 318 East 6th St., in that City.

known to them, and the Massachusetts Mutual informs me that he hasn't done any work for them for nearly ten years. One of his principal advertised connections, however, is sound; he is a pension examiner for the United States Government, and makes use of the prestige attaching to his office for the furtherance of his disreputable business. In his enterprise he has the support of Lebanon's "best citizens," including County Treasurer Lewis, Sheriff Gallaher, Recorder Spence, Auditor Stillwell, Judge O'Neill, Attorneys Wright and Runyan, Bankers Wood and Eulass, and several other prominent inhabitants.

Hear their pronouncement:



"Dr. Curry is no quack. His remedy is no fake. Both are entitled to the fullest confidence of cancer sufferers, and Lebanon is proud of his success."

To controvert such a galaxy of expert testimony as this is risky. Yet, on the strength of Dr. Curry's own testimony in letter and advertisement, I will adventure it. Dr. Curry is a quack. His remedy is a fake. And the highly respectable citizens who bolster it are, giving them the benefit of the doubt, the dupes of an arrant swindler.

I can do no more than mention, by way of warning, a scoundrel who endeavors to frighten women into taking his treatment by advertising in the papers "In woman's breast any lump is cancer." He calls himself S. R. Chamlee, M.D., Ph.S., and conducts his business from St. Louis. "Dr." Ohliger of Toledo is also a faker to beware of. He is something of a ghoul, too, since he uses the name of the late President Harper of Chicago University as a case that could have been saved by his treatment.

### The Ascatco Lie.

In one of the "patent-medicine" articles I touched briefly on a product known as Ascatco. Properly Ascatco belongs to the domain of quackery, since it is not sold, like "patent medicine," through the drug stores, but is "dispensed" from the Austrian Dispensary, on West Twenty-fifth Street, New York City. It makes claim to being a sure cure for catarrh and asthma, and its newspaper advertising, which is all of the "paid reading matter" variety, masquerading as telegraphic or cable news, exploits it as an Austrian product, the discovery of distinguished savants, endorsed by leading European scientists and by the United States Consular reports. One Leonard Hill is the presiding genius of the Austrian Dispensary. He wished to exhibit to me an extensive collection of testimonials, but did not wish to answer certain questions regarding the nature of Ascatco. Here are some of the points on which he declined to enlighten me: Whereabouts in Austria Ascatco is made? by whom it is made? what European savants endorse it? whence emanate the "cablegrams" as to its virtues, printed in the newspapers and paid for by the Ascatco company? As he would not answer my queries I must do my best to answer them myself. Ascatco is not made in Austria; it is made in this country to the order of the Ascatco company. Its "cablegrams" are manufactured by the company. It is not endorsed by any European savants. As to consular support of the stuff, the only available consular report on it (to the use of which it is perfectly welcome) is a statement made, on the authority of two of the leading official pharmacists of Austria, by Mr. McFarland, American Consul at Reichenberg, Austria:

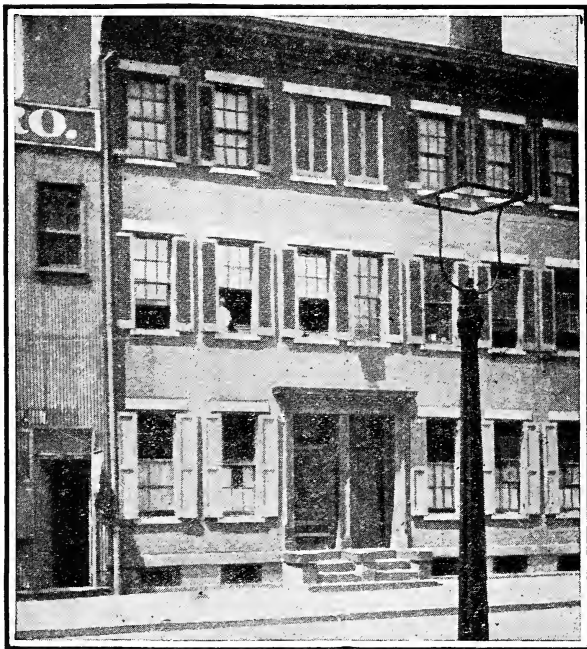
"Both [official pharmacists] state that 'Ascatco' is not an Austrian product, does not appear on any official list, is not on sale in Austria, and is by name or otherwise utterly unknown."

### Minor Quackery.

The product itself is a strong solution of arsenious oxid, one twenty-fifth of a grain to a seven-drop dose, and is by no means a safe thing for an uninstructed layman to experiment on himself with. My visit to the Austrian Dispensary opened up a minor and quite unexpected vista of quackery. From time to time a curious little publication calling itself the "National Advertiser" has been indulging in "canned editorial" arguments, attacking *Collier's* for its "patent-medicine" articles, and upholding the Proprietary Association's interests. In my innocence I had supposed that the little magazine was merely defending the principle of fraudulent advertising for the sake of its own profits. How directly these were involved I discovered only when I found that the "National Adver-

tiser" is issued from the top floor of the Ascatco building, by one of the "Ascatco" Hills, and is practically an Ascatco concern.

The kidney cures are a large and growing class; conspicuous among them are the Pape Company of Cincinnati; Dr. Irving S. Mott of the same city, who used the name of the Harvard Medical School, which he has never seen, against its protest, until the magazines and newspapers being warned, refused his advertisements; the Church Kidney Cure crowd, the Fulton Company of San Francisco, and many others make unfulfillable promises to cure Bright's disease and diabetes. This type of enterprise, at its worst (and it is equally typical, in its general workings, of all quack institutions), is well described by a young physician who took em-



Actual appearance of the buildings at 316-318 East 6th St., Cincinnati, where the Alpha Medical Institute's "laboratory" is supposed to stand.

ployment in a "kidney-cure" concern, but "got disgusted and quit," to use his own phrase, and is now a reputable practitioner in a southern city. Driven by necessity, shortly after graduating from a medical college of standing, he became "case-taker" (alleged diagnostician) in one branch of the St. John's Medical Institute, which operated bunco factories in Baltimore, St. Paul and Kansas City.

"I remember the 'great laboratory,'" he writes, "where the remedies were prepared in lots labeled No. 1, 2, 3, 4 up to 72, and the great case-taker (myself) made the diagnoses in the front office and prescribed 1, 2, or 3, as required for the case. These valuable remedies cost 1 cent each bottle, except 72, which cost 2 cents. In no case must the cost of treat-

ment be more than 10 cents per month per patient. On one occasion the genius who got up our advertising had failed to get from the engraver some fierce uric-acid crystal illustrations to fit the story of how they ground through tissues, tearing up heart, lung, kidneys, etc. In reality the pictures were borrowed from a publisher of school-books, and were not uric-acid crystals at all, but *starfish*."

### Motto: "Keep 'em Sick!"

When the St. John's Medical Institute changed hands (transferring its patients to the new management as one of the chief assets) the "case-taker" left and took a position with the Copeland Medical Institute of Des Moines, Iowa (which pretends to cure nearly everything), where to quote his own words, "the office girl made the diagnoses and the laboratory was presided over by an expert chemist at \$7 per week, who was a graduate from the Chamberlain Remedy Company, where he had taken a course in bundle-wrapping."

"Under our treatment," he writes, "there were hopeless incurables who had given up a fee every month for periods varying from one month to eight years in one case. The policy was, when you couldn't keep the sucker under treatment any longer, to tease a testimonial out of him by some means. Well, we were a sweet bunch of philanthropists, and our motto was, 'A cured patient pays no fee. Keep 'em sick!' which was done by 'suggestion' for longer or shorter periods. Over 30,000 people were treated from this office."

This gives a fair notion of the class of service furnished by the medical outlaws.

Various publications, lecturers, renegade physicians, hospitals and institutes batten parasitically on the vested interests of quackery. A fake concern, called the Viavi Company, which preys on impressionable women, has organized an elaborate "lecture bureau," mostly women and clergymen, to spread its doctrines, the chief of which is that every woman has something wrong with her, and that whatever it is, Viavi preparations alone will cure it. A Chicago woman, who received an invitation to one of these lectures, through a friend, lays bare the whole "game" in a few sentences:

"After the lady lecturer finished her course, it became evident to me that there was *no one* present who was exempt from the need of 'Viavi,' from the actions and words of the lecturer, and also, I am sorry to say, from the words of the ladies."

### The Special Agents of Quackery.

The same old "skin game;" get your victim to worrying and she'll buy your medicine. "Viavi Hygiene," of course, is based on the fallacy of diagnosing and treating by mail.

Two alleged publications have for some time been making a living as special agents of quackery. One, the "New York Health Journal," has lately quit the field, by reason of the death of its "editor." It got out a number whenever enough quacks and fraud-medicines could be found to pay for its editorial space. It had no real existence as a magazine, and its "professional contributors" were myths. Anything was grist to its mill; it even printed solemn editorial endorsements of such roaring farces as Liquezone and Vitæ Ore. The "United States Health Reports" belongs to this same category. It, of course, is a fake imitation of the "United States Public Health Reports," published by the United States Public Health and Marine-Hospital Service, which would very much like to lay hands on the proprietors of the scheme. They sell "official commendations" to beer, patent foods, quack medicines or anything else that will buy.

Just how to list certain medical journals, which profess to uphold the standards of the medical profession, and yet more or less openly defend mendaciously advertised nostrums, is difficult to determine; they seem entitled to a niche somewhere in the Quack Hall of Fame. Certainly such

**Herald of Health**

DEVOTED TO THE INTERESTS  
OF SUFFERING HUMANITY

**Dr. Bye Combination Oil Cure**  
FOR THE TREATMENT OF  
Cancer, Tumor, Catarrh, Piles, Fistula,  
AND ALL FORMS OF  
SKIN AND WOMB DISEASES.  
OFFICE AND LABORATORY  
NINTH AND BROADWAY  
Kansas City, MO.

FRONT PAGE OF FAKE CANCER CURE PUBLICATION.

a publication as the St. Louis "Medical and Surgical Journal," which is run openly as a defender of "patent medicines," performing the unsavory work of the Proprietary Association with the Proprietary Association's approved methods of falsehood and fraud, leaves no doubt as to its

nature. No intelligent man defends quackery under a misapprehension, and when A. H. Ohmann-Dumesnil, A.M., M.D., acting under the order of the Anti-Kamnia fraud factory, deliberately prostitutes his editorial pages to the purposes of the nostrum trader, he becomes, at the best, an accomplice of quackery. For his wages, see his advertising columns. The owners of the "Western Druggist," a Proprietary Association organ, also control the "Medical Standard," which, less openly, is a nostrum-defending publication under the pretense of an ethical attitude. To the medical profession the handling of such journals as these may safely be left: the deception has already worn transparently thin.

Medical directories can be so conducted as to take a profit of quackery. Galen, Gonsier & Company go about getting doctors to subscribe to state rosters. They have left a sore crowd of regulars in Ohio, for, after listing all the respectable members of the profession, they included in their list of "Cincinnati Specialists" all the notorious quacks in the city, and sold their advertising pages to "Cancer Cure" Curry and "Dr." Annie Florein, whose hospital is most widely, if not most favorably, known as an abortion resort. "Dr." Annie has been at least once convicted for illegal practice. The Suffolk Hospital and Dispensary of Boston has already been mentioned as living largely from the sale of donated "patent medicines," for which it pays in testimonials. St. Luke's Hospital, at Niles, Mich., has an equally ingenious scheme; it sells diplomas to quack doctors. Most of those whom I have visited have its parchment framed on their walls, notwithstanding that the institution has passed out of existence, its two founders being at present fugitives from justice.

I had thought to have finished with Peruna in the "patent-medicine" series, but as the Peruna Company labors under the delusion that it has been harshly treated, and floods me with correspondence, claiming that its testimonials will bear the severest scrutiny, I revert to them long enough to show their support by a quack doctor who apparently makes a business of selling endorsements. Several months ago, a picture of one, Dr. Patrick F. Maley, in the attitude of making an affidavit endorsing the "wonderful remedy," Peruna, appeared conspicuously in the papers. The accompanying matter recited Dr. Maley's record; graduate of a regular medical college, Army and Navy surgeon, ex-alderman of Cincinnati, ex-coroner of Hamilton County, and ex-pension examiner. (And, by the way, if the Pension Bureau will go over its list of examiners, it will, I believe, find opportunities to improve its personnel by a little judicious "muck-raking.") What the Peruna Company did *not* state was that their eminent medical endorser is an ex-convict, having served a year in the Dayton jail for embezzling a pension fund from a helpless old soldier. The evidence was readily available had any effort been made to investigate Dr. Maley's record. Dragging forth an old crime into the light of day to blight an ex-convict's career is a measure which I should not employ but for the fact that Dr. Maley is to-day in an enterprise as fraudulent, if not as criminal, as thievery, the selling of testimonials to "patent-medicine" companies, for not in the Peruna list alone do I find his name. He endorses Juniper Tar and other fakes. I can not prove that the Peruna Company paid him for his picture and affidavit; but will any one, knowing his past record and his present occupation of providing this kind of matter, believe that he presented this valuable evidence to Dr. Hartman's "booze," free? Quite a number of physicians eke out their incomes by this disgraceful method. Most of them are themselves quack practitioners, or ig-

norant backwoods graduates of some medical night school; a few are abortionists.

How shall the public protect itself against quackery? A few very simple rules, while not all-embracing, will pretty thoroughly cover the field. Any physician who advertises a positive cure for any disease, who issues nostrum testimonials, who sells his services to a secret remedy, or who diagnoses and treats by mail patients whom he has never seen, is a quack. Any institution which publishes other than in a medical journal, testimonials or endorsements, is a quack institution. Any publication, medical or otherwise, which editorially or otherwise endorses secret or dishonest remedies or methods of cure, is a quack publication. Shut your eyes to the medical columns of the newspapers, and you will save yourself many forebodings and symptoms. Printer's ink, when it spells out a doctor's promise to cure, is one of the subtlest and most dangerous of poisons.

## II. THE MIRACLE WORKERS.

Popular credulity moves in waves. Now it takes financial form, and some 620-per-cent. Miller buys himself a suit of striped clothing, government pattern, with his profits. Again, religious fervor is its fuel, and "Francis Truth," fortified with press-agent and advertising man, passes across the field of public notice like a meteor, and, like a meteor, vanishes into the darkness. Just at present the public is much concerned with its individual health, a condition which has bred innumerable parasites of the "healer" type. Profiting by the general hypochondriacal tendency, for which the profession of medical advertising in the newspapers is largely responsible, and employing a curious pseudo-science of their own devising, these charlatans are conducting a sort of magic saturnalia of healing.

### Family Resemblance of the Fakes.

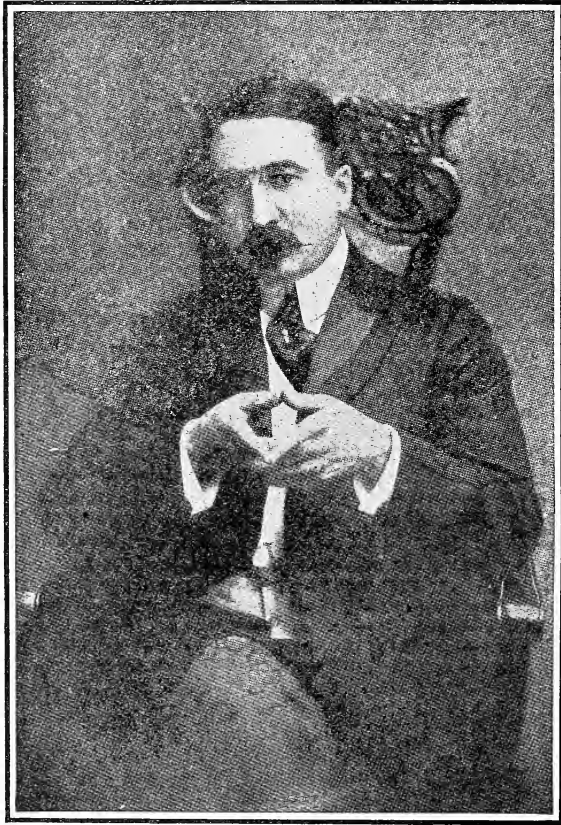
What is true of one of this class is true of all the "doctors," "healers," "medical institutes," "homes of science," and various fresh-coined "opaths," which advertise to cure diseases by "special knowledge," "marvelous inventions," "startling discoveries in the realm of science," or "miraculous powers." Their schemes are, essentially, the same. One and all, they are frauds, operating by a shrewd and cunningly developed system, in which the sole essential of success is to bait the hook so as to attract the human gudgeon. Once he has nibbled, he's the charlatan's fish. Lucky, indeed, may he count himself if he come off depleted in purse alone, and not in his chances of cure or of life.

Once on a time—this is a recognized and proper form for beginning a tale of magic—there was born a young wizard named Isham. In the natural course of growth he reached that point in life where he desired to turn his wizardry to financial account. Less ingenious representatives of his ilk take to side-shows on country circuits, and either "eat-'em-alive" or become the Beautiful Mlle. Astralette, Seer and Prophetess, according to sex and inclination. Isham had a soul above canvas. He has yearned for something permanent and high-sounding; so he devised "Humanity Baking Powder," which, by a complicated scheme too long for detail here, was not only to raise the human race to heights hitherto undreamed of, but was even to extend their thoughts to the stars by means of a mighty telescope to be established from the dividends. The "Humanity Baking Powder" advertising was a thing to thrill the soul; but the sodden and materialistic American mind (feminine) declined to respond with that spontaneity which was expected, so Isham dropped the scheme and came East to settle in that spot where, as every bunco man in this country knows, the Permanent Convention of Jays and Come-ons is always in session—New York City. Isham's device for alienating the Innocents of New York from their money was the "California Waters of Life." These waters flow from a spring near San Diego, Cal., having come a long way to reach that spot, since they are, so Isham assures me, the identical waters which gushed from the Scriptural rock when Moses smote it.

"How do you know that they are?" I inquired when this interesting statement was made to me.

"How do you know they aren't?" demanded the Wizard triumphantly, and while I was dazedly feeling for some means wherewith to cope with this resilient brand of logic, he continued with an argument too profound for me to grasp in detail. The gist of it seemed to be, however, that all the waters of the earth, being in constant motion, eventually find their

way to all parts of the earth, and that his spring was just as likely to be the Mosaic article as any other; a process of reasoning which I cheerfully leave to persons fond of dialectics. Whatever the source of the waters, Isham, in the course of time, came out with huge advertisements in the New York papers, in which he exploited himself and his spring about equally, declaring that he had a scheme for abolishing poverty and suffer-



RUPERT WELLS, M.D.

A prop of the religious journals.

ing, that he had been in personal consultation with the Deity about it, and, further, that the Isham spring water would cure rheumatism in seven days, cancer in thirty days, Bright's disease and diabetes in thirty days, would stop hair from falling out in three days, and would grow a luxuriant hirsute crop on the most sterile cranium. When San Francisco was destroyed, the thrifty Isham, eager to make capital out of calamity, rushed into print with the following head-lines:



OUT OF THE AWFUL EARTHQUAKE ZONE.  
ANSWERING THE AVALANCHE OF ANXIOUS INQUIRIES ABOUT ISHAM SPRING,  
CALIFORNIA.

Then followed the curative claims. When I called on Isham in his office in the Flatiron Building, New York City, to ask about the cancer cases, he loaded me down with testimonials of various kinds, most of which, however, related to thin hair, or to indeterminate ailments, ranging from indigestion, through supposed kidney trouble, to a bump on the spine sustained in a trolley accident. To investigate all that he produced in the way of testimonials (most of them obviously not worth investigation, as seriously supporting his claims) would have taken weeks, perhaps months.

A few interested me because they suggested technical knowledge on the part of the patient. One of these was a "Professor" Fogg, by whom Isham seemed to set great store.

"What is he Professor of?" I asked.

"Well, I don't exactly know," said Isham, hesitatingly. "He calls himself Professor."

"Suppose I look him up at the Broadway address given in the advertisement."

"You wouldn't be likely to find him," was the hasty response. "He only gets his mail there. He lives somewhere in Long Island City."

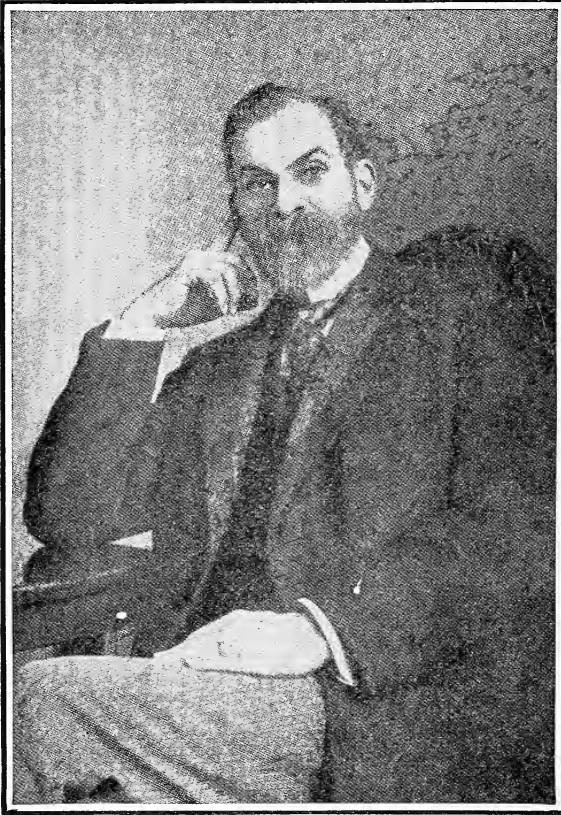
Another name he gave me was that of a very prominent and high-standing New York physician. This physician, in reply to my query, stated that he had taken two cases of the waters for rheumatism, and had experienced not the slightest benefit. If Isham desires a testimonial to this effect, I dare say he can get it for the asking. Fifteen or twenty fairly prominent Philadelphia business men and financiers appear on the Isham list of names "used by permission." Several of these were asked whether they believed that Isham was divinely inspired, that his "Waters of Life" were the identical waters that gushed from the smitten rock of Moses, and that the waters would cure cancer in thirty days, all these statements having been publicly used by the Wizard to push the sale of his product.

#### Isham's Medicine Makes Good Ice-Water.

Some of the recipients of my inquiry became alarmed, and sent the letter to Isham. Those who replied answered the questions in the negative. One bank president loftily characterized the queries as "absurd." Apparently the initial absurdity of his lending his name to the purposes of a preposterous quack like Isham had not occurred to him. At the close of my interview with Isham, after he had fervently harangued me on the supernal virtues of his water, declaring that it would make the drunkard a model of sobriety, reform the vicious and restore youth to the senile, he exhorted me to be fair and dispassionate in my judgment of him and his product. I shall try to be. As to the "Waters of Life," they are probably a fairly good mineral water, as useful perhaps in minor stomach, kidney or uric-acid troubles as the average mineral spring water, and no more useful. They will no more cure cancer, Bright's disease, diabetes or paralysis than will Croton water. To Isham himself I give the benefit of the doubt. I believe him to be mentally unsound. On any other premise he is the most arrant and blasphemous faker now before the public.

Isham may perhaps find food for thought in the career of a fellow-wizard, "Dr." Theodore H. White of Baltimore, who has recently relinquished the presidency of "Dr. White's College of Science" to serve a three years' sentence in a Federal jail for fraudulent use of the mails. The "doctor's"

qualifications for the headship of the college were derived from his previous career as an oyster-shucker, spiritualist medium and "patent-medicine" agent. By ingenious advertising of a sort of book of knowledge he worked up a business which produced from 500 to 1,000 letters of inquiry per day. This book "tells you how to heal yourself and others of all diseases," and to perform various other useful and surprising functions, and is, also, "the key of everlasting life, a godsend to suffering humanity."



C. J. THACHER, M.D.  
King of the Magnetic Quacks.

#### The Post-Office Gets After White.

In the course of time the Post-Office Department became interested in "Dr." White and his scheme, to the extent of instituting inquiries, which the "doctor" was unable to answer. A fraud order stopped his mail, and his prosecution and conviction followed. The book which was the College of Science's main stock in trade is a fearsome hash of old witch-lore and alchemy, and modern spiritualism, stolen from various sources. Apparently the ex-oyster-shucker's mantle has fallen upon Prof. F. T.

McIntyre of 126 West 34th Street, New York City, who exploits the world as his bivalve through a system bearing the esoteric and hypnotic title of "Ucchatana and Bidwesana," whereby the "eminent exponent of the occult and psychic" (meaning McIntyre) teaches all and sundry "to heal the sick and suffering without doctors or drugs." This he pretends to do free, and he will doubtless continue the pretense until the over-worked fraud-order section of the Post-Office Department attends to him.

Some months ago the Post-Office authorities descended, with blighting result, upon "Prof." Thos. J. Adkin, sometime of Rochester, where he established the "New York Institute of Physicians and Surgeons" for the practice of "Vitaopathy," whatever that may be. Judging from external evidence it consists chiefly in persuading, by some mysterious influence, the business managers of not-too-particular newspapers to print as "special correspondence" such headings as the following:

DEAD MEN TALKED BACK TO LIFE.

Rescued on Way to Grave—Professor Stops Funeral—Restores Woman to Life—  
Does He Possess Divine Power?

The most eminent physicians and specialists in the world were, according to Professor Adkin, his associates in the practice of Vitaopathy. In addition to his professional qualifications, the professor seems to have been a truly hypnotic financier, since he succeeded in securing his world-beating physicians at a maximum wage of \$30 a week, while the most that any "specialist," called in from without to treat extraordinary cases, was able to wrest from the New York Institute of Physicians and Surgeons was about \$5 a month.

"In Prof. Adkin's laboratory his chemists are daily engaged in extracting the life-and-health-giving principle from rare vegetables, fruits and plants."

Thus one of the Vitaopathist's advertisements. When called upon to give details, Professor Adkin could produce neither laboratory, chemists, vegetables, fruits nor plants. Under pressure he bashfully explained that his "treatment" consisted of tablets put up to his order by Parke, Davis & Co. of Detroit. This testimony should be interesting to physicians, since Parke, Davis & Co. are the largest manufacturers of "ethical" preparations advertised to the medical profession in the country, and are earnest claimants of high professional standing. How their ethics comport with this acting as supply to a proven and self-convicted quack, I leave for them to explain. In the general stir that accompanied the Post-Office Department's action against Adkin, resulting in his retirement from public life, the regular medical profession of Rochester did not come off unscathed. One of the allegations against the Vitaopathist was that he diagnosed and prescribed for cases by mail. Believing that the local medical profession was the agent of his discomfiture (a misapprehension on his part) and keen for revenge, Adkin sent out decoy letters to a considerable number of local physicians in good and regular standing, and got responses from a dozen or more agreeing to prescribe by mail for cases they had never seen. This unpleasant evidence the "Professor" used in a manner very trying to the ethical practitioners. A sharp lesson for them, but a salutary one. There will be very little of the long-distance-diagnosis form of quackery practiced by the regular profession in Rochester for some time to come, I fancy. On the records of the fraud-order hearing, there is noted as being present (doubtless with a fellow-feeling for the defendant) Gen. James R. O'Beirne, who has held several posts of honor in New York City, and one of conspicuous dishonor, the presidency of the Force of Life Company, a swindle so open and bold

that its recent whitewashing by a prominent Federal official of New York has been a source equally of amazement and speculation to those who followed the proceedings against it. One of its fakes was a "Life-Ray Capsule," said to contain radium, but in reality simply a mixture of corn starch and calcium sulfid.

**THE DAILY STA**

**IS THERE A LIMIT TO THIS  
MAN'S HEALING POWER?**

**PANOPATHIC PROFESSOR WORKS WONDERS**

Restores Health to Invalids Pronounced Hopelessly Incurable By  
Physicians, Healing in the Face of Apparent Impossibilities.

**DOES AWAY WITH USELESS DRUGS**

And Condemns Brutal Operations By Surgeon's Deadly Knife—  
No Disease He May Not Cure By Some

**STRANGE, INTANGIBLE, UNSEEN FORCE  
OF MIGHTY POTENCY**

That Cures When Doctors and Medicines Fail and Hope  
Is Gone.

**HAS HE THE POWER DIVINE?**

Ministers of the Gospel Say He Is Gifted of God, and Praise Him  
For His Help to Suffering Humanity—He Gives Service and  
Home Treatment Free to the Sick and Afflicted.

New York, July 12.—(Special Correspondence).—Seeing is believing, and witnessing the seeming miracles performed by Professor Wallace Hadley makes one exclaim: "Is there a known limit to this man's healing power? Is there a single disease he cannot cure? Is there any case so hopeless that he cannot restore health?"

Probably no other physician in this world treats as many patients as this famous professor of panopathy and physiatics. They come to him by scores and hundreds. The tick-

ing, the cure stomach and bowel troubles, constipation, nervous prostration, blood disorders, catarrh, or any of the other ills that human flesh is heir to. I have done so many times over. Without hesitating to boast, I may safely say that I treat more patients in a year than the average physician does in a lifetime, and among them are numbered many of the worst cases in the country. And I cure because I have at my command a power over disease so great that its extent can hardly be realized. Recently I received this letter from Mrs. C. M. Weston of Barnstable, Mass., which will give you an idea of my power.

**BLASPHEMY COMBINED WITH QUACKERY.**

The "Professor" Hadley is also Medical Director of the Force of Life fake.

Science, ingeniously perverted, is made the agent of the miracle-working quack. Should some scientist authoritatively announce to-morrow a method of conserving the light and heat of the sun, within a few weeks we should read in the papers that "Bottled Sunlight" is a sure cure for

any and all ills. So radium, having occupied the public mind and excited the public fancy, has furnished material for the lively commercial imagination of the quacks. Rupert Wells, M.D., early perceived its possibilities, and appointed himself Professor of Radio-Therapy in the "Post-Graduate College of Electro-Therapeutics of St. Louis," a chair which has no existence, in a college which is purely mythical.

### Religious Rupert, the Fireside Faker.

Rupert Wells, M.D., is very religious—in his advertisements. He loves the church papers. The weeklies with smug and pious editorials, and no conscience whatever in the matter of paid advertising, are his green pastures. He is a home-and-fireside cuddler, is Rupert. He is also a ground-and-lofty liar of the most complete and soul-satisfying description. You can read whole pages of his literature and not come upon one single statement tainted with truth. To illustrate, by a brief capitulation of the main points of one of his "come-on" letters: By virtue of his profound studies in radium-administration (lie No. 1) at the college wherein he is professor (compound lie, No. 2) he can cure consumption (lie No. 3) and cancer (No. 4) by a method which he wishes to tell you about free (No. 5), consisting of the internal and external application of Radol, which is radium in fluid form (No. 6), which he himself has discovered (No. 7), and by which he has effected many cures (No. 8), as follows (Nos. 9, 10, 11, etc., to the extent of the testimonials). Recently a Philadelphia woman emulating the anxious gentleman in Mr. Wallace Irwin's engaging poem,

*"I wrote Dr. Sharko and got as an answer:*

*'The wart on your thumb is incipient cancer,'"*

consulted Rupert Wells, M.D., by mail. He sent her a form letter, ingeniously devised so that besides date, name and address only one word need be written in. This word gives the location of the alleged cancer, and the sentence is: "Your letter convinces me that you have cancer of the ———." In this instance the word "temple" was obviously typed in. Of course, the symptoms, whatever they may be, will always "convince" Rupert, M.D., that his correspondent has cancer (unless the reply is to a consumption advertisement), to be cured only by Radol. Of late the Professor of Radio-Therapy has grown quite painfully cautious. Attempts to purchase Radol of him direct, have proved unavailing; he will send it by mail alone, and then only after receiving a diagnosis blank. However, the Lederle Laboratories succeeded by a roundabout process in obtaining the precious fluid for analysis, which showed that Radol contains exactly as much radium as dishwater does, and is about as efficacious for cancer or consumption.

### More Radio-Quackery.

Some time ago I received a circular inviting me to become rich without effort by investing in the stock of the Dr. Warner Remedy Co. of Chicago, Ill., proprietors of Radium Rings and Radiozone. Radium Rings, I learned from the accompanying literature, "are circular adhesive plasters, self-retaining to any part of the body, and a positive cure for all germ diseases" by a process whereby "the germs and decayed tissues are promptly flooded with emanation from the radio-active compound." "Radiozone tablets," so the prospective investor is further informed, "carry the radio-active properties (internally) and possess all of the virtues of Radium Rings." Very alluring as a financial proposition, but I restrained my cupidity, and went to call on the Dr. Warner Remedy Co., which I found to consist of one Bird Collins, a graduate from the fraudu-

lent nostrum school as exemplified by Wine of Cardui. Mr. Collins is a frank and businesslike person as will be seen by the following dialogue:

"Are Radium Rings radium?"

"No."

"Is there any radium in them?"

"No."

"Then why do you call them Radium Rings?"

"It's a trade name."

"Is Radiozone radium?"

"No."

"Is there any radium in it?"

"No."

"Then why do you call it Radiozone?"

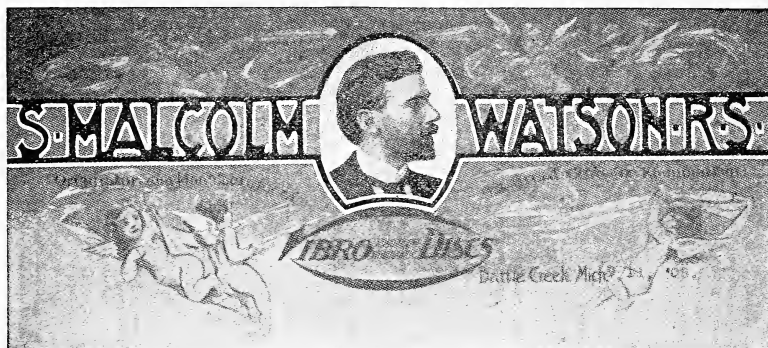
"It's a trade name."

"Is Dr. Warner here?"

"No."

"Is there any Dr. Warner in your Company?"

"No."



#### DR. WATSON'S ANGELIC LETTER-HEAD.

The Post-Office has interfered with this Quack's activity by issuing a fraud order against him.

"Then why do you call it the Dr. Warner Medical Company?"

"It's a trade name."

"Is your name Collins?"

"N—yes."

"Is it a trade name?"

"No."

"Do you make your own remedies?"

"No."

"Who makes them?"

"Seabury and Johnson." (This firm, like Parke, Davis & Co., is an "ethical" concern.)

"Is there anything in them at all?"

"Yes there is," said Mr. Bird Collins earnestly. "There's money in 'em if they're pushed right." And he proceeded with an impressive line of promoter's argument, which I refrain from reproducing, this not being a financial article.

Radium Radia is another attempt to trade upon the public superstition regarding supposed wonderful qualities of the little understood element.

It is really a patent medicine rather than a specific form of quackery, and I mention it only to state that it contains no radium, and that its name is typical of its swindling purpose. The same is true of Radiumite, a cure-all which consists of zinc sulfid and lead.

The truly profitable way of furnishing radium to the public is to find a place where it spouts from the ground. Such a spot has been discovered at Claremore, Indian Territory, by an association of highly respected business men and bunco practitioners from Fort Smith, Arkansas, calling themselves "The Claremore Radium Wells Co."

Their circular embodies a picture of a young female exhaling zigzag streaks from her head and hands in a manner to suggest that she has just been short-circuited, the illustration being labeled "Radium Emanations from Human Body after a Bath." The literature goes on to describe in modest and restrained terms the virtues of the spring.

"This magic mineral Radium Water has more miraculous and wonderful cures to its credit than any other known agency. . . . Hundreds are being cured of all manner of diseases, and no failures with this Magical Mineral Radium Water, *without the use of medicine*. Drink the Magical Mineral Radium Water for rheumatism, all blood diseases, all kinds lung and stomach troubles and Bright's diseases (*sic*). It cures quick."

The baldness of the fake is enhanced by the inclusion in the circular of a chemical analysis of the water, showing absolutely no radium or radium-producing constituents. As a fitting close to this remarkable instance of swindling, which the correspondent who calls it to my attention characterizes as "evidently designed to test the limits of human credulity," I can do no better than reproduce in its own form the caution in the Claremore Radium Wells Co. circular:

#### A WARNING TO THE PUBLIC.

##### BEWARE OF FAKE RADIUM WATER WHEN IN CLAREMORE FOR BATHS.

and to add, lest there be any misapprehension, that the chief "Fake Radium Water" in Claremore is that furnished by the Claremore Radium Wells Co.

Magnetism is still "good graft." Its mystical suggestion, appealing to superstitious hope, offers the proper medium for skilled quackery. Prof. S. Malcolm Watson, R.S. (whatever that may mean), of Battle Creek, Michigan, operates in this field. Vibro Discs are his wares. They are exploited to cure rheumatism. Prof. Watson's advertising matter is calculated to inspire it. I have seen nothing more ingenious in the realm of patent medicine literature.

The Professor's letters, too, are models of altruism. He yearns to cure you, not so much for his good as yours. The \$5 which he proposes to charge you is merely nominal. If, after you have nibbled at his bait the first time, he fails to hook you, he lowers his price to \$2.50. Let this letter go unanswered for a fortnight, and he comes after you with a final proposition to throw in a bottle of Vibro Oil, although the Vibro Discs and the Vibro Tablets, which are an "infallible cure," would seem to be sufficient. Mark the pathos of this last Watsonian plea:

"I have written you several kind and courteous letters, but so far you do not seem to have made the least reply. All this is very strange and to me rather painful. Of course there may be a just cause for your silence. But if no such cause exists you must admit that I am not getting a fair return for the good I have tried to do and the courtesy I have shown you."

#### How to be Your Own Magnetizer.

"Prof." Watson's Vibro Discs are merely plasters to be affixed to the soles of the feet. Vibro Tablets and Vibro Oil are ordinary preparations

put up for him by a drug firm. In none of them is there any more curative "vibration" or "galvanism" than in a lump of mud. In the interests of those suffering from rheumatic ailments I will give the following prescription free, which I will guarantee to be as efficacious as Prof. Watson's Vibro treatment, and considerably less expensive. Purchase at any drug store one two-cent stamp (the one-cent variety will do in incipient cases), affix it firmly to the base of the spinal column, and while seated upon it take one bread pill (brown or white), whenever you happen to think of it. The stamp will provide fully as much vibration as Prof. Watson's discs, and the bread pill will be better for you than his tablets. Just at present the Vibro-Scientist is under a cloud, his mail having been suppressed as fraudulent, but he will probably



HORRIBLE SIGHT AT CLAREMORE WELLS.

This picture is taken from the circular issued by the Claremore Radium Wells Co., of Claremore, Indian Territory. No explanation is made of why the lady has had her head and her hands cut off after a bath. It seems a cruel practice even if the resultant pyrotechnic effects are genuine.

bob up again in some new spct, unless the fraud-empowering bill, pending at Washington, ties the hands of the Post-Office Department and gives Prof. Watson a practical license to resume business at the old stand.

Magic Foot Drafts, made at Jackson, Michigan, belong to this same class. Affixed to the soles of the feet they are advertised as drawing out the rheumatic poison from the whole system. Of course they might as well be affixed to the barn door, so far as any uric acid extraction is concerned. They are a compound of poke-root, pine tar, and corn meal. Prof. E. C. Goddard, manager of the Crescent Magnetic Appliance Co. of St. Louis, also has a "foot-battery" to be attached to any form of insole and a magnetic (not an electric) belt "guaranteed to throw a magnetic current through six inches of solid glass, stone, wood or other substance."



This claim is no more preposterous than the company's offer to cure heart disease, epilepsy, paralysis, rheumatism, insomnia, and general debility by means of their contrivances. On this same principle of pasting a label on the outside of oneself to cure something wrong with one's inside is Dr. Young's "Peptopads," which, like the Magic Foot Drafts, hail from Jackson, Michigan. Affix one of these to your solar plexus and, according to the advertisement, you will not only recover from any stomach ailment, but "you can eat what you want and all you want." This, I suppose, operates on the simple and well-known principle of sticking a piece of court-plaster on the back of a watch to repair a broken mainspring.

But the King of Quackdom in the magnetism field is C. J. Thacher, M.D., of Chicago. His powers are cribbed, cabined, and confined by no arbitrary limits. He would scorn to restrict himself to any one disease or class of diseases. Thacher will cure anything, paralysis, consumption, Bright's disease, obesity, insanity or senility; it's all one to him. Just let him get the patient inside a set of "the famous Thacher Magnetic Shields," and disease and death must slink away, impotent and ashamed. Hear the trumpet-tones of Thacher, *via* the New York "American:"

"I want to say to every man, woman and child within my reach that I can cure any disease that afflicts the human race. I make that statement just as broad, sweeping and all-inclusive as I know how. I don't care what the disease is, nor how bad it is, nor how many other diseases are complicated with it, I am as positive that I can cure them all with the famous Thacher Magnetic Shields as I am that the sun will rise in the morning."

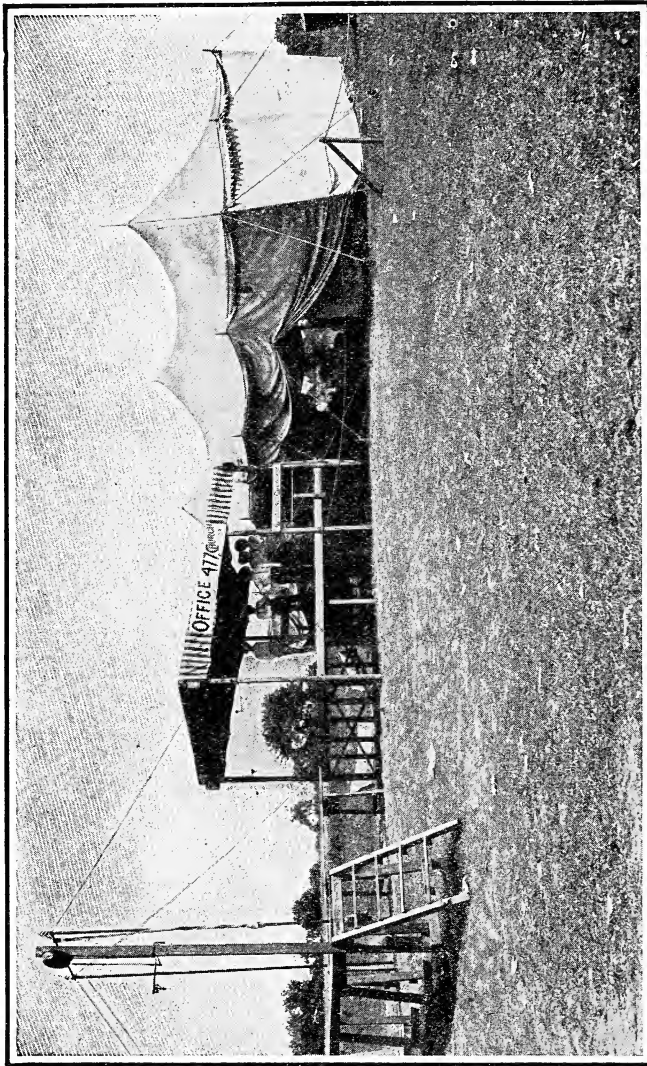
When I called at 161 State Street, Chicago, to see the worker of these miracles, I found a big, gaunt old man, with a formidable head, a formidable voice, and a still more formidable manner. He wore a magnetic cap, a magnetic waistcoat, magnetic insoles, and his legs were swathed like a mummy's in magnetic wrappings. It made one perspire to look at him. The outset of the conversation, I regret to report, was unpropitious. Upon learning of my errand, the aged Thacher proceeded to thunder eloquent denunciations. Because of what he termed "wholesale and unwarranted attacks" he couldn't get his advertisements in the best newspapers, nor would the high-class office buildings accept him as a tenant. (Real estate men in Chicago seem to be more particular than in New York, where the Flatiron Building accepts Waters-of-Life Isham, the blood-brother in quackery of Thacher, *et al.*) He was confounded with every quack that chose to exploit himself. He, Thacher, was no quack. He defied anyone to call him a quack. At this point, observing that his hearer was properly impressed and alarmed, he became mild and confidential, and delivered a lecture which I think was devised for prospective patients. A few of the gems (unset, of necessity) follow:

"My object is to spread the light: to rescue humanity. I can cure them of anything! I write and I lecture. The people flock to hear me. In time they will compel the authorities to take notice of my methods." (Presumably Dr. Thacher did *not* have in mind the Post-Office authorities.) "I will extend my Magnetic Shield treatment to the Government. I will say, 'Take it! Take it! and set the people free.'"

"Insanity!" (Whacking himself on the magnetic-cap.) "Insanity! Simple as daylight! Let the authorities turn over ten cases to me. I'll put my magnetic shields on 'em and cure 'em. Restore the harmonious vibrations of the brain and everything is well."

"Paralysis!" (Hammering himself on his magnetic leg-swaddlings.) "Easy problem. Had five cases. Couldn't wink or speak or move finger or toe. Put suits on 'em and cured 'em. Cured 'em right off. Winked. Spoke. Moved finger and toe. Got up and walked. Paralysis! Pish!"

Dr. Thacher proceeded to explain that in every square of his magnetic garments is a small magnet, the total lifting power of a full suit being 250 pounds. On this basis there seems to be something wrong with my



A MIRACLE-WORKER'S PALACE OF ENCHANTMENT.  
The circus tent in which "The Great Vurpillat" gives a vaudeville show and scares away disease.

sample of magnetic insoles, as the very slightly magnetized steel in them won't lift its own weight. At this rate a full outfit, having the lifting power claimed by the inventor, would be rather cumbrous for summer wear, as it would weigh about a quarter of a ton.

Of the making of "electric belts" and other fake forms of electric "cures," there is apparently no end. Most of them purport to relieve general debility. They may have a brief stimulating influence, but the stimulus soon wears off, leaving the dupe worse than he was before. As cures for rheumatism, paralysis, and the other diseases which they pretend to eradicate, they are simple frauds one and all. Moreover, most of them when worn next the skin produce ugly and poisoned sores, from the chemical action. Extreme instances of swindling claims are afforded by "The Electriqueure," which modestly offers to cure absolutely "consumption, paralysis, rheumatism, heart disease, and all acute, chronic or organic diseases," and the "Electro-Chemical Ring," which cures diabetes, epilepsy and rheumatism merely by being worn on the finger.

### From Quackery to Miracles.

At the apex of the profession of quackery stands the miracle-worker proper. Usually he is an itinerant, traveling after the manner of his fellow parasite, the flea, by long leaps. One week he will be in Cincinnati, the next in Chattanooga, and a fortnight later in New Orleans. His advertising methods are those of the circus. One of this class, who swings around the circle in western New York, is a singular creature, whose stage name is "The Great Vurpillat." He travels with a brass band and a six-horse team, duly blanketed with his name, and precedes his "lecture" with a vaudeville show. Newspapers that want his advertising must print it as legitimate news, which, to their discredit, many of them do. In the *Rochester Union and Advertiser*, for instance, I find his three-quarters of a column next to reading matter and with no mark to designate it as advertising. The Great Vurpillat's system is to hire a vacant hall, or, in warm weather, a vacant lot, give his little show, and then proceed to "demonstrate." For instance, a member of the audience presents himself to be cured of deafness. The Great Vurpillat stands fifteen feet away from the patient, and in a voice like a dying saint's last whisper inquires: "Can you hear me speak?"

"No," replies the patient in answer to the expression of inquiry on the demonstrator's face. Anointment with some kind of embrocation follows, after which the wonder-worker moves away forty or fifty feet, and thunderously bellows: "Can you hear me now?"

"Yes," says the startled victim.

On the following day the *Union and Advertiser* dutifully announces that "after the Great Vurpillat had demonstrated upon him with his wonderful new discovery, Mr. Leidecker said he could hear Vurpillat's voice at a distance of sixty feet."

The New Orleans *States* sells its space to a species of quackery so blasphemous that the clergy of that city might well make it the subject of concerted protest. The advertiser is a "Panopathic Professor," Wallace Hadley of New York, who offers to cure all diseases at any distance, and thus exploits himself in huge type:

### HAS HE THE POWER DIVINE?

Ministers of the Gospel say he is Gifted of God, and Praise Him for His Help to Suffering Humanity.

Professor Hadley, when not itinerating, is the medical director and working head of the Force of Life Co.

Toledo has a curious quack who describes his alleged successes as "Modern Miracles." He calls himself "Professor Larmouth," under which name he conducts a "Health Home." He is cunning, ignorant and without genuine medical qualifications, in spite of which he has as partner

in his noisome enterprise the proprietor of one of Toledo's principal newspapers, a gentleman who takes pride in his record as a public influence for good through lectures and Y. M. C. A. addresses; yet who takes profit from a swindle, compared to which three-card monte is respectable and harmless.

Every city has its quacks of the miracle-working kind. Mostly they prey upon the ignorant, and when the field of one locality is worked out they move to another, leaving their former province to some successor of their kind. For upon this profitable principle all medical bunco is built; that the human sheep once fleeced soon grows another crop for the benefit of the coming shearer.

### III. THE SPECIALIST HUMBUG.

Specializing is the modern tendency in medical practice. Hence the quack, who is but an exaggerated and grotesque imitation of the regular practitioner, smells money in devoting himself to specific fields of endeavor. Sedulously he perfects himself in his own department; not by acquiring knowledge of the nature and treatment of disease, indeed, but by studying how most effectively to enmesh the sufferer from a certain class of ailments in the net of his specious promises. Upon his skill here depends his success. Experience teaches him nothing of professional value, for the vast majority of his "patients" he never sees. He diagnoses by mail and doses by express. His "consultation" correspondence is carried on through a series of ingeniously devised form-letters, worded to suit every case and turned out by a corps of typewriters. The average advertising specialist concern would work just as well if the "doctor" himself spent his time fishing for finned suckers and left his trained stenographers to attend to the human variety.

Blindness and deafness are fattening afflictions for the medical guerrillas. With a little reading, a few borrowed scientific phrases and illustrations wherewith to garnish his booklet, and an apt catchword for his advertising, your eye or ear specialist, or eye and ear specialist—for some of them combine the two—is ready for business. To get his patients he appeals to a deep-rooted and universal instinct, the piteous shrinking of the flesh and spirit from cold steel, so often the cruel necessity and the merciful hope of the afflicted.

#### Like Mending Chimneys by Mail.

"Don't undergo an operation. Come to me and spare yourself the torture of the knife," loudly invites the quack. What matters it to him that the time wasted in his futile processes may mean sight or hearing wasted, also, and beyond chance of recovery! He gets his pay; that's his whole concern. For this he will promise to cure you, not only without operation, but without even seeing you. Can the mind conceive anything more preposterous? Here are two instruments of nerve and muscle, infinitely delicate, inscrutably efficient and accurate. The eye is a marvel of mathematical adjustment in angles and curves of vision. Our precious quack proposes to solve the problem of its distorted equations without the slightest study of the figures. Could he work out a geometrical thesis without a diagram? Could he survey a field by mail? The problems of hearing are almost as intricate and far more obscure than those of seeing. The self-styled "Eminent Aurist" will remedy the most difficult defects without a personal examination. Would he essay to repair a defective chimney flue by "home treatment?" The proposition is a far more reasonable one. Yet the eternally hopeful, eternally credulous fill the mails with trusting appeals and dollars addressed to these swindlers, and thus lighten themselves for a swifter flight to darkness and silence.

If I were organizing an American Institute of Quack Specialists I should select Dr. Oren Oneal of Chicago as the first president. The artful plausibility of his advertising, his ingenuity in "jollyng along" the patient for his reluctant dollars, the widespread familiarity of his features through the magazine advertising pages, and, above all, his sleek and polished personality, make him the natural candidate. A high-class exponent of the charlatan's art is Dr. Oren. No raw newspaper advertising for him! He prefers the magazines, and the bane of his business existence is that,

one by one, they are closing their pages to him. But he is usually the last of the patent medicine and quack ilk to go. *McClure's* stood by him long after all the other medical advertising had been expunged from its pages. His bland and benevolent features shone forth like a benison from the rear of *Collier's* for years. *Harper's* still harbors him, and he is a particular pet of the religious weeklies—at special rates.

"Dissolvent Method" is the Oneal slogan. No matter what the trouble may be, he "dissolves" it away. "How I Make the Blind See and Cure All Eye Diseases in Patient's Own Home Without the Knife," is the modest heading of one of his advertisements in that model of religious journalism, the *Christian Endeavor World*. "By this mild and harmless treatment," he announces, "I have restored sight to thousands in all parts of the world. With it I have cured cataract, optic nerve paralysis,

## How Much Would You Take for Your Eyes? Would You Sell Them at Any Price?

Many of you are doing so now—some for money, some for pleasure.

For money you have been straining your eyes—perhaps for years. It may be through using them too much in your work and under wrong conditions—bad light, worry, or when in poor health when you ought not to have been working or using your eyes at all. For pleasure you over indulge in many things which derange the nervous

"Glasses  
are not necessary  
in 99 cases out of 100."

*A. Oneal*

...takes them so that they are

OREN ONEAL.

A high-class eye quack who will undertake to cure incurable blindness.

granulated (*sic*) lids, pannus, pterygium, glaucoma, conjection (*sic*) of the optic nerves, weak, watery eyes and all other eye diseases." All this he will do for the moderate price of fifty dollars—sometimes for twenty-five, but the patient must put down part of the money in advance. Give him his pay and Oneal will undertake the impossible on any one's eyes; not only this, but he will undertake to cure cases which he himself knows to be incurable. His "Dissolvent Method" is a high-sounding name for a cheap eye-wash which can no more cure any serious derangement than can plain water. This he sends out by express with impressive directions as to use.

When I called upon Dr. Oneal at his office he assured me that he was doing a perfectly legitimate business, and that I was making a grave error in listing him with the quacks. As he spoke he was facing a wall on which hung a number of framed documents. One was a certificate

of membership in the American Medical Association, which is the standard medical body of the country. Dr. Oneal was forced out of it several years ago for unprofessional conduct. Nevertheless, he keeps the old certificate on exhibit. Neighboring the outlawed certificate were two others, one of a high-sounding organization whose sole purpose is to issue frammable parchments to doctors of dubious standing, the other certifying that Dr. Oren Oneal was a member of the staff of St. Luke's Hospital at Niles, Michigan. Dr. Oneal has never been in Niles, Michigan. He has had no relation with St. Luke's Hospital of that town, because there is no such institution. The document he purchased from a quack named Probert, who did a little peddling business in this line, charging \$20 for the framed article when he couldn't get \$25. Dr. B. F. Bye of cancer fame has one of these, and I have seen them decorating the offices of other quacks.

For the conduct of a perfectly legitimate business these were three obviously rotten props. A fourth was supplied by a copy of the *New York Health Journal*, used by Dr. Oneal as a warrant of professional standing, and containing an "unqualified editorial endorsement" (leading editorial) of that gentleman's method and practice. Now, the *New York Health Journal* (since happily defunct) was, as I have observed before in the Liquozone matter and elsewhere, a fake, pure and simple. It printed no "editorial endorsements" except for cold cash. As Dr. Oneal doesn't remember paying for his puff, I assume that the firm which places his advertising did it for him. One other bit of suggestive evidence is found in the Nebraska State Board of Health Records, showing that in 1899 the Board secretaries recommended the revocation of Dr. Oren Oneal's license "on the ground of unprofessional and dishonorable conduct."

#### Invents Unknown Diseases.

So much as to Oneal's standing. Now as to his methods. About a year ago a certain Mrs. Price wrote him; giving the details of an incurable case and asking if he could cure her. He replied:


"I find the trouble to be paralysis of the optic nerve. [There is no such condition; he meant, as he afterward admitted, atrophy of the optic nerve.] I have been especially successful in curing such troubles as yours. [In a letter to another prospective patient, shown me as evidence that he would not take money from hopeless cases, he distinctly states that paralysis of the optic nerve "will not respond to any treatment."] So positive am I that your case is curable and that you can be cured in a short time, that I will promise to continue the treatment free of charge after five months." [Her condition, as described by her, was obviously and hopelessly incurable.]

Here, then, is "the most successful oculist of modern times" (*vide* his own modest claim) diagnosing a condition which doesn't exist, and promising to cure a disease which he himself admits elsewhere to be incurable. The matter of Mrs. Price's eyes never came to a test, because she offered to deposit one hundred dollars (twice his price) to be paid to him when a cure was effected, whereupon he wrote her one epistle replete with pained dignity, and charged up his letter-forms and postage to profit and loss.

An Eastern ophthalmologist filled out one of Dr. Oneal's diagnosis blanks with the unmistakable description of an incurable case of atrophy of the optic nerve, which the learned specialist promptly diagnosed as cataract, and offered to cure for fifty dollars. Strabismus (cross-eyes) is one of Dr. Oneal's specialties. I asked him how he cured this trouble without the knife to which he replied that he had never made such a claim. On the following day he sent to my hotel (for the purpose of

proving that his methods were perfectly upright) a quantity of advertising matter, which he had apparently not censored, as it contained a diagnosis blank bearing these words: "Cross-eyes straightened in two minutes without knife, pain, or inconvenience." When this slight discrepancy was called to his attention he tried to explain it away by saying that he used "an instrument of my own invention." Technically, this instrument is a kind of scissors; but I fail to see how the patient who is lured to Dr. Oneal's office by promises of non-surgical cure ("Eye Diseases Cured Without Surgery" is the title of his book) suffers the less because the operator's instrument has two blades instead of one. Oneal says:

**The Absorption Treatment**  
 AS ORIGINATED AND PERFECTED BY  
**By DR. W. O. COFFEE**  
 . CURES . .



DR. W. O. COFFEE

DR. W. O. COFFEE.

A strongly endorsed long-distance healer.

"I make no guarantee to cure." I have his letter guaranteeing a cure. He says: "Neither do I charge for a cure." I have his letter naming fifty dollars as the price of a cure. He says: "I will not under any circumstances treat a case or take money when I think there is any doubt of effecting a cure." I have his letters offering to treat hopeless cases, and other letters from him offering to take cases which he admits are probably incurable. In the face of all this, Oneal writes me a personal letter deprecating any attack upon him, and saying: "All you have against me is a few technicalities—a few words which have crept into my literature to which you take exception." Dr. Oneal is proceeding on a false premise. I have nothing against him; I found him a singularly agreeable and frank specimen of the genus Quack. But every man,



woman and child who reads his advertisements has this against him and against the magazines that print his stuff; that he is a maker of lying promises, a deliberate swindler, and a tamperer with blindness at the peril of others, for a fifty-dollar fee.

"Absorption Method" is the professional catch-phrase of Dr. W. O. Coffee of Des Moines, Iowa, where he runs an eye-and-ear infirmary, and does an extensive bunco business by mail. Dr. Coffee's stock in trade as an oculist is a large supply of cheek and a copy of "External Diseases of the Eye," by Haab of Berlin. Professor Haab is a genuine authority and his book is an excellent foundation for eye practice, but not as Coffee uses it. The Des Moines expert's interest is confined to the pictures, which are in color and are rather painful to look at; just the sort of thing to set one worrying about his own eyes. Herein lies their value to the shrewd Coffee. He gets up a book of his own, all about himself and his successful Absorption Treatment; and, applying the treatment to the Haab volume, absorbs the illustrations whole.

#### Stolen Goods Improved.

For instance, Table 19 in the Haab book shows a badly mutilated eye labeled "Lime-burn, caused by the explosion of a bottle." That is what Haab thought of it. Deluded Teuton! This same picture transferred to Coffee's classic work is described in the following bold and masterly strokes. "This eye was afflicted with granulated lids and ulcers, following inflammation. There is no known remedy that will remove these spots except Dr. Coffee's absorption treatment, and it will do it completely. This case required three months to absorb the scum and scar and clear up the sight." On the same plate of Haab's book appears an illustration of "Lime-burn of longer standing in the case of a mason mixing lime." How tame, compared to the spirited Coffee version of the same eye! "Chronic ulcers of the eye and cataract. This eye had been diseased for four years, but only bad about one year. It had been treated by two different oculists with but temporary relief, and they wanted to operate, but the patient would not submit, and, hearing of Dr. Coffee, came to him, and in five months' use of the absorption treatment, sight was restored almost completely." It is impossible to withhold a tribute to the calm and logical mind of the mason who owned the eye. An ordinary man, into whose optical cavity lime had spurted, would, in the instance of his pain, rush to the nearest doctor. Not so our German friend.

"Wait," says he to himself, "don't let's be hasty. This is a case for Coffee. Me for Des Moines, U. S. A."

So he changes his clothes, buys him a ticket and comes over to be examined. Probably he tells Coffee about the lime incident.

"Lime?" says that Eminent Authority. "Pooh! Not at all. The trouble was caused by a general practitioner using sugar-of-lead eyewater in the eye. [This last is quoted direct from the Coffee book.] Ulcers. Also cataract. I'll cure you."

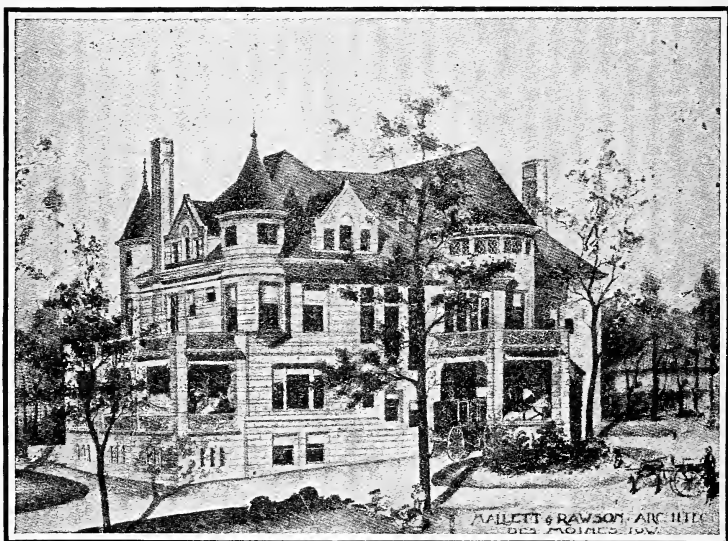
And he did it, so he says, in five months.

Imagine the surprise and relief of the mason at discovering that what he had supposed was a splash of lime from the mixture he was working, was really a dose of sugar-of-lead eyewater surreptitiously introduced into his optic by a villainous general practitioner presumably operating a squirt-gun from a neighboring window. (Query: Could it have been Haab himself, scheming to get a picture for his book?)

#### Eyes Repaired by Mail.

Again, Plate 32 of Haab's book shows two specimens: (A) Senile cataract in a woman seventy-two years old; (B) cataract in a fourteen

year-old boy caused by falling against a table. In the Coffee tome, this identical Picture A appears as a before-using and Picture B as an after-using exhibit: "The patient," says Dr. Coffee, "made the fatal error of submitting to an operation," with the result as shown in A; but afterward came to Coffee, who repaired the damage as in B. Reasoning from the Coffee statement, it is plain that the aged lady and the unfortunate youth, having heard in their German homes that Dr. Coffee cured cataract by mail, promptly removed the injured organs and sent them, postage prepaid to Des Moines, where the specialist fixed one and returned it, but unfortunately mislaid the other, so that one of the senders must still be short of vision. But whether the venerable Frau is now cocking the eye of budding manhood at the village belles, or the youth peering cautiously at the world with the seasoned and saddened outlook of seventy-two years, is a matter requiring further investigation.



THE HOUSE THE QUACK BUILT.

Residence of W. O. Coffee in Des Moines, built from the dollars of dupes.

In view of the "Eminent Authority's" qualifications as an Eminent Thief and Pre-eminent Liar, the mass of testimonials which he offers fails to impress me particularly, though some of the local ones interest me. For instance, Mr. Nye, editor of the *Des Moines News*, goes on record in print to the effect that "Dr. Coffee is an honorable man; perfectly reliable in every particular"—an opinion which I venture to guess, is based on prompt payment of the Coffee advertising bills due the *News*. Advertising Manager Snyder of the *News* furnishes additional evidence in his letter. The owner of *The Homestead* and the manager of *Successful Farming*, both of which papers get part of the Coffee advertising fund, obligingly testify to the moral and professional worth of the "eminent" charlatan. And he has also got religious backing, an asset of the greatest value to any medical rogue, since it inspires confidence on the part of his prospective dupes. "Lawk, sirs, we keeps a minister!" boast Quack &

Co., and make the most of it in their advertisements. Dr. Coffee's minister is the Rev. J. Ernest Cathell, rector of St. Paul's Church, Des Moines, who lends his name to a personal endorsement. The processes underlying this endorsement are not difficult to conjecture. A not-too-inquiring, charitable-minded clergyman, a rich parishioner, an occasional pious word substantially backed up by a generous gift to the church: "Surely, this Dr. Coffee must be a worthy man." And so the rogue goes forth, tongue in cheek, with a cheaply bought blessing on his bunco business which he promptly puts into type as a shove to his trade. For the rest, the eminent Coffee just about parallels with his "Absorption Method" the eminent Oneal with his "Dissolvent Method." He undertakes to cure promptly and permanently incurable cases of cataract, atrophy of the optic nerve (which he calls "paralysis"), glaucoma, and other ailments, without ever seeing the eye he is maltreating.

#### Scientific Editors Cry for Him.

Singularly like Dr. W. O. Coffee is Dr. P. Chester Madison of Chicago, who is, if one may credit his own statement, "America's Master Oculist." Which one copied from the other I am unable to say; but both Coffee and Madison advertise an "Absorption Method," and both steal their illustrations from Haab. Madison's pictorial speculations are exhibited in the accompanying illustration. Madison has high-priced local endorsements. The Chicago *Inter Ocean* (having been paid for it) declares its patron "America's Greatest Oculist," and solemnly states that he "will be classed in history as an eminent scientist," and that "scientific and medical journals are clamoring for articles written by him." At least one religious journal seems to have "clamored" successfully, for "The Christian Century" prints, at advertising rates, doubtless, a touching article by the Doctor entitled "The Window of the Soul" (meaning the eye), and for good measure the managing editor of the paper writes him a letter, all about "little Ethel Chapman," who was cured by the Madison Absorption Method. "It reminded one of the sweet song of the skylark soaring to greet the morning sun," gurgles Editor Young ecstatically, "to hear little Ethel tell" how Dr. Madison saved her from blindness. It reminds one of the sweet song of the cuckoo to hear Editor Young chanting on his editorial page the praises of Dr. Madison as a healer and a member of the Jackson Boulevard Christian Church, which is profitable for Dr. Madison, but pretty tough on a presumably innocent church.

Any kind of eye disease is meat for Madison, but he makes quite a specialty of cross-eyes. "Why Remain Cross-Eyed?" he pertinently inquires, and explains that he can cure people afflicted with strabismus "almost instantaneously without the use of the knife, without confining them to a dark room, without the use of bandages, without the administration of anesthetics, chloroform or ether, and with absolutely no pain." The only drawback to this is that it is a lie. A few cases of strabismus there are, mostly those of young people, which can be corrected by slow and careful non-surgical treatment. But when Dr. Madison or any other doctor pretends to be generally successful in strabismus by an "Absorbent Method" or any such nonsense, he is obtaining patients and their money under false pretenses. "Cross-Eyed Forty-eight Years; Cured in Two Minutes" is the heading of one of his testimonials. Another reads: "Eyes Straightened; Was Cross-Eyed Twenty-six Years." This is sheer faking. If Madison straightens eyes in two minutes, he does it by cutting the muscle responsible for the uneven tension, and if he doesn't use the knife he uses scissors or clippers or some equally painful implement. His

"no knife" claim is simply disreputable word-juggling. Of course, he undertakes to cure atrophy of the optic nerve, glaucoma, cataract, etc., as do all the eye quacks.

#### The Flitting Fakers.

For the scores of petty fakery who flit from city to city doing a little business in eye lotions, I have no space. Their preparations are either boracic acid solutions, which are useful merely as a cleansing agent, and can be purchased at the corner drug store for one-twentieth of the quack's price, or cocain concoctions, extremely dangerous in unpracticed hands. In the semi-ethical field "Murine" has made itself prominent. Its claims are preposterous. It is merely a fairly good cleansing solution. One



P. CHESTER MADISON OF CHICAGO.

He calls himself "America's Master Oculist," and steals pictures from a German professor's book to prove it.

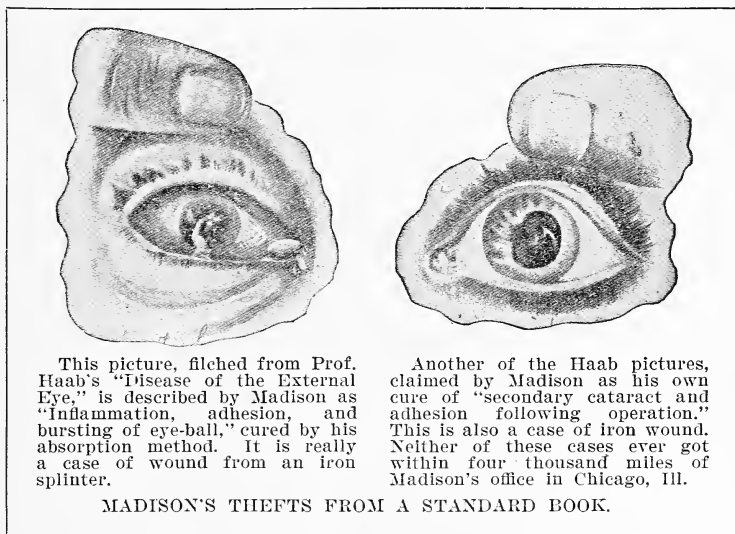
of the Murine concern's preparations, Banene, is advertised to absorb cataract, a reminiscence of Coffee, Madison, et al. The man who attempts to "doctor" his own eye for anything more serious than ordinary irritation is running a risk. As for "absent treatment" there is just one kind of eye than can be successfully treated by mail, and that is a glass eye.

The superintendent of a great institution for the deaf and partly deaf states that nine-tenths of those who come there do so only after having spent from three hundred to one thousand dollars each on quack treatments, vibration methods and mechanical ear drums. Certain kinds of deafness are curable, it is true, and it is also true that the quacks, with their hit-or-miss system, sometimes benefit mild cases of catarrhal

deafness; but these are cases which any aurist could handle better, cheaper and more quickly. For, it must be borne in mind, the purpose of the quack who treats at so much per month, is to keep his patient under treatment as long as possible. Outside of simple catarrhal cases, the self-vaunting "specialist" is far more likely to do irreparable damage than to be of any benefit.

What Oneal and Coffee are to the diseased-eye market, Dr. Guy Clifford Powell is to the ear trade. So complete and satisfactorily does Powell fulfill every tradition of the quack industry that I shall catalogue him under specific headings, as an instructive type.

(A) *Claims*. "Deafness Cured at Last. Wonderful New Discovery for the Positive Cure of Deafness and Head Noises. At last, after years of study and research, the wonderful Nature Forces have been harnessed together and Deafness can be cured. If I did not know positively that



my method could cure I would not allow my name to be connected with this treatment. . . . Write to-day to the discoverer, Guy Clifford Powell."

(B) *Catchword*. Electro-Vibration. "Electro-Vibration, which is my method of treatment, is heralded by the greatest scientists of this country as the most scientific and certain treatment of the age."

(C) *Religious Sponsor*. Rev. Father Sydney G. Jeffords, rector of St. Stephen's Church, Peoria, Illinois, who writes a to-whom-it-may-concern letter, in which he says: "I consider Dr. Powell one of the most careful and exhaustive investigators in his special line to be found anywhere."


(D) *Editorial Sponsor*. The *National Journal of Health* (a congener of the fake *New York Health Journal* and of the *American Journal of Health*), which editorializes as follows: "Dr. Guy Clifford Powell . . . has perfected a system of treatment that actually cures, as we know from its results. It is known as the Electro-Vibratory apparatus for the cure of deafness and head noises," etc.

- (E) *Depreciating Scale of Prices.* From \$100 by swift degrees to \$15.  
 (F) *Typical Correspondence.* (The diagnosis of the case indicated,

THE WONDER OF THE CENTURY

**A POSITIVE AND PERMANENT CURE  
FOR DEAFNESS**

A SUCCESSFUL CURE AT HOME



NO PAIN, NO DETENTION FROM WORK

**DR. GUY CLIFFORD POWELL**  
INTERNATIONAL SPECIALIST

**WHO CURES DEAFNESS AND HEAD NOISES**  
PLEASE READ WHAT FOLLOWS

(OVER)

DR. GUY CLIFFORD POWELL.  
 A "vibrator" quack and complete letter writer.

beyond possibility of doubt, hopeless deafness from destruction of the apparatus of hearing by an explosion.) Letter I—Addressed "Dear

Friend," assures the patient of complete and permanent cure "at your home."

Letter II—Admits that the case is difficult, but refers the sufferer to the cured case of a Mr. Kelly, almost exactly similar, whose address Dr. Powell has unfortunately lost. Price of treatment \$100! reduced to \$30 because of "special interest" in the case.

Letter III—Warning that the \$30 price lasts only fifteen days.

Letter IV—Expressing surprise that "Dear Friend" has failed to avail himself of the unparalleled opportunity. Dr. Powell "firmly believes" that if the patient had ordered at once he would "at the present moment be well on the road to recovery." Terms now \$5 down and \$25 after trial. "I could not make an offer more fair to my brother," he pathetically avers.

Letter V—Price drops to \$25. "Should you place your case with me I will cure you." The doubts expressed in No. II have fled before the fear of losing the catch.

Letter VI—"It has been and is now a matter of no small wonderment to me why you so persistently neglect so important a matter as the treatment and cure of your affliction. I have cured many cases similar to yours. My professional honor is at stake, and I am not going to make a false or misleading statement to secure you as a patient." Terms—\$25 cash, or \$15 cash and two monthly payments of \$7.50 each.

Letter VII and last—"Fortune is now knocking at your door," and Dr. Powell makes a "special and confidential price of \$15," to secure "a cured patient in your neighborhood right away," and for this, gives me "the most positive assurance of a rapid and complete cure."

This is the Complete Letter-Writer of quackery. Of the seven epistles six are form-letters, sent exactly alike to every patient, and abounding in general promises, equally and fallaciously inapplicable to every case. Dr. Guy Clifford Powell's "Electro-Vibratory Cure for Deafness" isn't worth \$100, or \$30, or \$25, or 25 cents, except as its patent right, owned by the "discoverer," is an asset in his swindling operations.

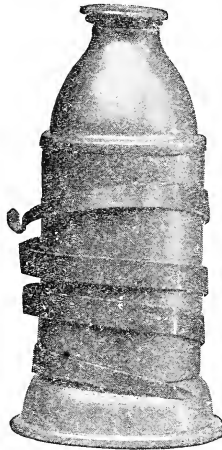
Another member of the Powell clan hails from Boston. He must be a thorn in the side of Discoverer Powell, this Dr. J. Rider Powell, as he not only has a vibrator of his own, but he offers to sell it, together with a five months' treatment, for the low price of three dollars, which is cutting under the market with a vengeance. Considering the cheapness of Dr. J. Rider, I hesitate to criticise him too severely, but his "literature" fills me with misgivings that he is brother in art, if not in family, to Guy Clifford. Boston shelters also "Health Specialist Sproule," who occasionally styles himself "Catarrh Specialist Sproule." "Deafness Conquered" is Sproule's headline. "I shall let you know whether the case is one I can conscientiously accept for treatment," he writes me, and when I send him the details of a case which anyone but an imbecile or a quack would recognize as hopeless, he cheerfully accepts it. The Doctors Gardner of West Thirty-third Street, New York, run a fake concern, on a basis of false and ridiculous claims.

### The Deaf Not Neglected.

Small instruments at large prices, exploited as aids to hearing, may still be found advertised in some of the most careful magazines. These are quite moderate in their claims, and as long as the prospective buyer understands that it is ten to one against his deriving any benefit from them, they are, perhaps, legitimate enough. Seldom do they do any harm, though the introduction of foreign substances into the ear is not the most prudent of processes. An extreme type was the late Help-to-Hear Company (not in the legitimate category), which sent out circulars

stating that the inventor had been deaf for twelve years, during which time he had spent a small fortune on cures, before perfecting a device which was a certain remedy and which he would sell to the blessed public for the small price of \$2 each. Investigation by the Post-Office authorities developed the fact that the "device" was a small sheet of hard rubber to be held against the teeth, that it was wholly inefficacious, and that it cost about seven cents; after admitting all which, the Help-to-Hear Company gracefully retired from business.

Easily first among the mechanical fakes is Actina, made by the New York and London Electric Association of Kansas City, which also manufactures "Magneto-Conservative Garments" (supposed to cure anything from indigestion to locomotor ataxia) and other bunco devices. Actina itself is alleged to cure deafness and blindness, also catarrh, nervousness and a few pathological odds and ends of that sort. Its religious backers are the St. Louis *Christian Advocate* and the *Central Baptist*. Its booklet



WONDERFUL ACTINA.

"Cures" eye troubles at one end, ear diseases at the other and all by means of a bad smell valued at ten dollars.

is a weird jumble of pseudo-physiology and bad English. The Actina itself costs ten dollars. It is a small steel vial with screw stoppers at both ends. One end cures eye ailments and the other ear troubles. They work simultaneously. I live in hopes of seeing the Actina concern give a test, applying Blind Mary to one end and a deaf mute to the other, and curing both at one stroke of business for five dollars apiece. The Actina, upon being unpacked from the box in which it is mailed, comports itself like a decayed onion. It is worth the ten dollars to get away from the odor. "Can be used by anyone with perfect safety," says the advertisement, but I should regard it as extremely unsafe to offer it to a person with a weak stomach. Its principal ingredient is oil of mustard, an active poison, regarding which the United States Pharmacopeia prints this emphatic warning: "Great caution should be exercised when smelling this oil." So the "perfect safety" guarantee is hardly sound. The Actina contains also oil of sassafras, representing presumably a brave but hopeless attempt to kill the inexpressible odor, and



some alkaloid, possibly atropin. So far as curing any genuine eye or ear disease is concerned, the sufferer might just as well—and with far more safety—blow red pepper up his nose, and get his sneeze cheaper than by sniffing at a ten-dollar evil smell. The whole contrivance costs probably about twenty-five cents to make.

Space lacks to consider at any length the get-thin-quick frauds, but the following letter regarding the "Obesity Cure" of F. J. Kellogg of Battle Creek, Michigan, puts the case so justly that I quote it as applying to all this class of fakes:

"COMANCHE, TEXAS, Feb. 7, 1906.

"*Editor Collier's, New York City, N. Y.:*

"DEAR SIR—As one of your subscribers I take the liberty of sending you the within letter.

"'Turns fat into muscle' is the slogan of this fake. Everyone having the slightest knowledge of physiological metamorphosis knows that such a change is impossible.

"This vulture sneaking into the homes of those suffering from fatty degeneration, or (which is more frequently the case) enjoying good health and fat because of a family characteristic, and, by a process of mental suggestion, swindling and despoiling them of remaining health, should be held up to public scorn till the world may see that there are better men in every prison containing an inmate on earth.

"Yours truly,

"J. W. REESE."

Mr. Reese is right. Nothing supplies muscle where fat was, but hard physical effort, and the man who pretends to achieve this result by medicine or "health food" is lying in the face of a fundamental law of nature. The treatment that reduces your fat by mail reduces your health by mail. There are also cures for leanness, addressed mostly to women, and promising perfection of figure. It is, perhaps, enough to say that any woman who tries the "bust developer" treatment is playing with fire, and that the vultures who conduct it fatten on the carrion of ruined morals and wrecked lives.

### Some Ways of Knowing a Quack.

In one department of medical practice a layman may be justified in giving advice, and that is in pointing out what pitfalls to avoid. Here are a few of the more conspicuous and unmistakable indications of quackery among the specialists: The advertising doctor who, having a "cure" to sell, is "editorially endorsed" by any publication, particularly in the religious field, is a quack. The doctor who advertises secret powers, or newly discovered scientific methods, or vaunts a special "system" or "method," is a quack. The doctor who offers to sell, at a price, a cure for any ailment is a quack, and if he professes a "special interest" in your case and promises reduced rates, he's throwing in a little extra lying for good measure. Finally, the form-letter is a sure sign. You can tell it because it begins "Dear Friend," or "Dear Mr. So-and-So," or "My Dear Correspondent," and contains promises that will fit any case. If, however, you are determined to give a trial to one of these "specialists," suggest these terms: that, since he *promises* to cure you, you will deposit to his account the full price of the treatment, to be paid him as soon as you are cured, or substantially benefited, and not before. Then and there negotiations will cease. The promising quack will never stand behind his promises. Through this simple expedient one may guard himself against the whole army of medical scamps, for this is the final test of quackery which none of the ilk can abide.

## IV. THE SCAVENGERS.

*THIS article, which is the last in the series that has been running under the title of "The Great American Fraud" for the past year, deals with those fakers who claim to cure the drink habit or the drug habit by mail. Mr. Adams has made an interesting collection of facts concerning the methods of these quacks, which are here set forth in detail. It is shown that the so-called drug "cures" merely aggravate the drug habit, and never cure it.*

At the bottom of the noisome pit of charlatanry crawl the drug habit specialists. They are the scavengers, delving amid the carrion of the fraudulent nostrum business for their profits. The human wrecks made by the opium and cocain laden secret patent medicines come to them for cure, and are wrung dry of the last drop of blood. By comparison with these leeches of the uttermost slime, the regular patent medicine faker is a pattern of righteousness. He can find something to say for himself, at least. The leading citizen of Columbus will advocate the faith-cure virtues of his Peruna with a twinkle in his eye; the highly respectable legal light who is now president of Chicago University Club will manage to defend, with smug lawyer talk, the dollars he made out of Liquezone; even the menacing trade of the Antikamnia folk is excused (by the owners) on the ground that it does give relief in certain cases. But the creatures who prey upon drug fiends are confessedly beyond the pale. They deliberately foster the most dreadful forms of slavery, for their own profit. They have discovered a money-making villainy worse than murder, for which, apparently, there is no legal penalty. Equally deep in degradation I would rank those thugs who, as "specialists" in private diseases, ruin the lives of men and extort their pay by daring blackmail.

The drink curers are on a somewhat different plane. They are swindlers, not panders. Time was when the "cures" for alcoholism consisted in the substitution of the worse morphin or cocain habits for the drink habit. This is done, if at all, very little now. The "alcoholists" give some "bracer" or slow emetic, and try to persuade the victim that he is cured, long enough to get their pay. I group them with the drug cure wretches, because they prey on the same class, though with a less degree of viciousness. They may be compared to the petty shore thieves who furtively strip the bodies of the drowned; the opium-morphin-cocain-cure quacks are the wreckers who lure their victims to destruction by false signals.

### No Effort Is Made to Save a Patient.

No more vivid illustration of the value of the patent medicine clause in the Pure Food law, requiring that the amount of habit-forming drug in any medicine be stated on the label, could be found than is furnished by the "drug habit" cures. Practically all of these advertised remedies are simply the drug itself in concealed form. No effort is made to save the patient. The whole purpose is to substitute for the slavery to the drug purchased of the corner pharmacist the slavery to the same drug, disguised, purchased at a much larger price from the "Doctor" or "Institute" or "Society." Here is a typical report from a victim: "When I tried to stop the remedy, I found I could not, and it was worse than the morphin itself. I then went back to plain morphin, but found that I required *twice as much* as before I took the cure. That is what the morphin cure did for me." Another victim of a "No pay, no cure" sanitarium treatment writes:

"No, he never returns the money, for the poor sufferers are glad to get away with what little life they have left. You board at the house at \$1.25 per day, in advance. You also pay every cent of your \$100 before being treated. You are then at his mercy, if you can stand it. They give you a certain length of time by treatment, and they stop and tell you to kick it out, and that you will be all right in a few days, and the misery is so great that most any preacher, who never told a lie, would say he was all O K in order to get away, seemingly cured. Some few get as far as Cincinnati before they are back to the habit, while others get the stuff before leaving Lebanon."

<i>The Cure.</i>	<i>What It Contains.</i>
Richie Painless Cure . . . .	<b>Morphin</b>
St. Paul Association Cure . . .	<b>Morphin</b>
Tri-Elixiria (Charles B. James) .	<b>Morphin</b>
The Purdy Cure . . . . .	<b>Morphin</b>
Maplewood Institute (J. L. Stephens)	<b>Morphin</b>
St. James Society Cure . . . .	<b>Morphin</b>
O. P. Coats Co. Cure . . . .	<b>Morphin</b>
Harris Institute Cure . . . .	<b>Morphin</b>
Morphina-Cure . . . . .	<b>Morphin</b>
Opacura . . . . .	<b>Morphin</b>
Prof. M. M. Waterman . . . .	<b>Morphin</b>
Drug Crave Crusade . . . .	<b>Morphin</b>
Denarco . . . . .	<b>Morphin</b>
Dr. J. C. Hoffman Cure . . . .	<b>Morphin</b>
Dr. B. M. Woolley Cure . . . .	<b>Morphin</b>
Dr. J. Edward Allport System .	<b>Morphin</b>

#### THE PRINCIPAL QUACK MORPHIN CURES.

When the Pure Food Law goes into effect these vulturous enterprises will go out of business, as each "cure" must be labeled with its full content of morphin.

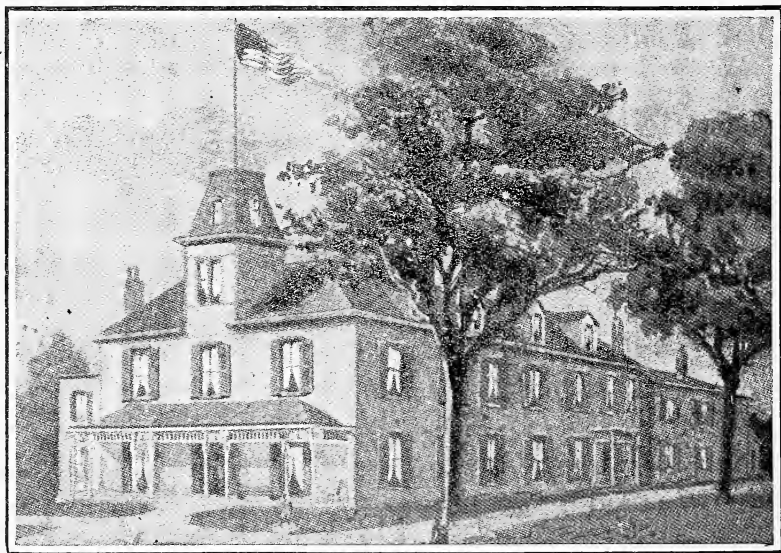
This dainty advertisement decorated the New York billboards to the dismay of the cure's clerical endorsers.

This refers to the Maplewood Medical Institute of Lebanon, Ohio, run by the Dr. J. L. Stephens Co., of which more hereafter.

Investigations into the mail order drug cures have been made on the basis of a pretended morphin addiction. In every case the "remedy" sent me to cure the morphin habit has been a morphin solution. Sometimes the morphin was mixed with other drugs, to produce greater effect and fasten more firmly upon the unfortunate the *habit* of the *remedy*, as substitute for the original drug habit. All these concerns advertise to cure also the cocain habit, the chloral habit, the opium habit, etc. As they covertly give morphin to their morphin victims, it is a just infer-

ence that they treat the cocain habit with disguised cocain, the opium habit with concealed opium, the chloral habit with hidden chloral, and so throughout the list.

Surrounded by the best religious influences, in the Presbyterian Building at 156 Fifth Avenue, New York City, the Rev. W. N. Richie, D.D., holds forth. Here, in pious words, he invokes the aid of Heaven upon his transactions. He has another address, 105 St. James Place, Brooklyn, where he does the work of Hell. By his catch-word, "for the sake of humanity," he has inveigled a number of well-meaning and otherwise intelligent gentlemen into supporting his scheme with their names. As high-minded a man as the late Rev. John Hall was duped, and his picture is now used on the cover of one of the Richie circulars. Rev. Dr. Burrell, the late Rev. S. S. Baldwin, Rev. C. A. Stoddard, and the editors of the *Independent*, *Christian Work* and other religious journals appear as en-




MAPLEWOOD MEDICAL INSTITUTE OF LEBANON, OHIO.  
Issues a "Morphine Cure by Mail," which is itself full of morphine.

dorsers of the Richie "cure." The "literature" gotten out by the reverend exploiter reeks of a smug pseudo-piety. He recommends his nostrum as a "Painless cure for all drug habits. Only cure endorsed by the secretaries of Foreign Mission Boards, Interdenominational Committee, etc." He claims that it will cause "actual destruction of the desire for narcotics." On his letter-head appear conspicuously the words, "Supports better than the drug. No substitute." Mark that "No substitute." This means that in the remedy no drug is substituted for the one used by the victim. It is a lie. The Rev. Dr. Richie knows it for a lie. So well does he know it that his employes dare not back it up in their correspondence. After procuring a sample of the output, I wrote, under an assumed name, saying that it produced the same effect as morphin, and

asking if it contained any of that drug. Here is the reply: "There would be no special advantage in our denying or asserting the use of morphin or opium in the remedy." "No special use," indeed! Their sample, on analysis, contains 2.12 grains of crystallized morphin per dose.


### An Ordinary Dose Would Kill the Average Man.

I am invited to *cure* myself by taking this stuff *four times* a day. If I lived through the first dose, the second would kill me, or any of my readers who is not a morphin fiend. The ordinary dose is  $\frac{1}{8}$  of a grain, heavy dose  $\frac{1}{4}$  of a grain. But the Richie Company supposes I can stand more, so they endeavor to foist their concoction upon me in place of my supposed addiction. How does this comport with their "No substitution"



"The suffering caused by the Johnstown Flood is not to be compared to that caused by Drug Habit. The Richie Cure is an effective remedy for the Drug Habit."

Late Rev. JOHN HALL, D.D., LL.D.,  
5th Ave., P. C. N.



**RICHIE CO.**

105 St. James Place, Brooklyn, N. Y.

Capitalizing an honored name for the profits of scoundrelism.

claim? This and other questions I put in writing to the Rev. Dr. Richie. He has not answered it. His silence is not surprising. It is the part of wisdom—or, at least, caution. I'm not certain just how to place this reverend gentleman. It may be that he has been fooled into believing in the "Richie cure," and that he is an exemplar of a type of asininity so baneful and deadly that its possessor ought, for the sake of the public, to be permanently established in an asylum for the dangerously imbecile. But I think not. I think he can not be ignorant of his traffic in ruined lives. This alternative implies flat criminality. Nor has the divinity doctor always eluded the clutch of the law. He has been convicted and fined for practicing medicine without a license.

There is a religious tinge to the twin organizations, the St. James Society of New York City and the St. Paul Association of Chicago. I call them twins because their letters are identically worded in several important particulars, suggesting vividly a community of interest. M. E. Cowles, M.D., Medical Director of the St. James swindle, publishes a pamphlet called *Plain Truth*, from which I cull the following warning against his competitors:

"Substitutes are also extensively advertised, and in taking these the patient is merely paying some imposter about \$5 for morphin he could buy in pure form of his druggist for \$1." Quite so! An admirable description of the transaction of the St. James Society. "This is not a *reduction cure*," he informs me. (A reduction cure is one in which the treatment consists in a gradual reduction of the drug, from week to week. It is successful only when the patient is under the close surveillance of the doctor—and seldom then.) And when I write him the test letter, saying that the remedy acts like morphin, he replies: "We scarcely think you experienced any of the reactions of morphin." The average man would experience a promptly fatal reaction if he took the prescribed dose containing 1.75 grains of morphin six times a day, and half the dose five times more. (It must be remembered that those addicted to drugs can take a dose which would be fatal to the normal person.) I know of two unfortunates who got the St. James habit more firmly fixed than the original morphin habit. The only satisfaction they received, on complaining, was the advice to "begin the system all over again"—to the profit of the "Society."

The St. Paul Association also writes me: "This is not a *reduction cure*," the letter being signed by Dr. I. W. Rogers. In reply to my query as to whether the sample sent me contains morphin, he writes: "We find that your trial is prepared, containing a small amount of [ ] narcotic to each fluid dram." Evidently the original intention to fill the blank was abandoned. It was filled, however, when I wrote demanding the figures of the "small amount," and the name of the blank narcotic. The return mail brought me the information that it was "necessary to put 1 1/3 grains morphia in each fluid dram" for my treatment. At the prescribed dosage of a dram six times a day and half a dram between times, I should have been getting about 11 1/3 grains of morphin a day instead of the 12 grains, which was my supposed habit. "Not a reduction cure," indeed. Very little reduction in the St. Paul method. A nice, Christian concern, the St. Paul Association, fit companion for its brother in villiany, the St. James Society.

### Many Quacks Are Themselves Opium Fiends.

In a former article I had occasion to describe at some length the quack cancer cure of Dr. G. M. Curry of Lebanon, Ohio. This pained the Lebanon newspapers extremely. Having waxed fat upon the Curry cash, they rose in their might and denounced this weekly as a vicious slanderer of good men. Therefore it is with tremulous reluctance that I tempt the shafts of Lebanon's editorial thunders, by taking up another of that enlightened community's standard institutions, the Maplewood Institute for the Cure of Drug Addictions, which is supposed to be run by Dr. J. L. Stephens, deceased. Among the endorsements of the sanitarium I find one from Dr. Curry. The institute also issues an editorial endorsement by the fake *American Journal of Health*, for which it paid cash. It refers the inquirer to the Postmaster of Lebanon, any of the newspapers, the city and county officers, etc., just as Curry does, from which I conclude that Lebanon must be a lush, green field for the quack harvester. "There is no danger, whatever, in our remedy. It is perfectly harmless."

writes the Institute, regarding its sure cure for morphin by mail. Two grains of morphin to the dose is the Stephens notion of a "perfectly harmless" treatment. "Physician, heal thyself" is not a doctrine practiced at the Lebanon Institute of Iniquity. Within recent years three of its "medical directors" or "medical advisers" have been under treatment at a reputable and prominent Eastern sanitarium for drug habit. It is an interesting and significant fact, by the way, that a large proportion of the morphin and opium cure quacks are themselves "fiends."

One K. F. Purdy runs a little cure of his own at Houston, Tex., and issues a pamphlet in which he warns the reader, with owlish solemnity, against quacks and frauds. "The Purdy Cure," he states, "eradicates crave, desire for the drug, and CAUSE for its use." The cause, of course, is the demand of the enslaved body for the drug, and Dr. Purdy satisfies this demand by furnishing the required drug secretly. In reply to my request for enlightenment as to whether his morphin "cure" contains morphin, he replies ingeniously: "I do not think it is to the interest of you or any other patient, to inquire particularly in regard to the character or make-up of the remedy." Admirable solicitude! Further he assures me that his



DR. K. F. PURDY.

Dr. Purdy operates in Houston, Texas, and has quite a trade in drug-cure quackery throughout the South.

treatment is "absolutely harmless and under no circumstances or contingencies will it leave a habit." As the treatment consists in .57 grain of morphin per teaspoonful, most authorities would disagree with the claim of absolute harmlessness. Dr. Purdy is simply another of the human ghouls who fatten on drug fiends.

Dr. Coats of the O. P. Coats Co. of Kansas City labors under the singular delusion that he is not a quack. "I do not advertise in any newspaper," he says proudly. Somebody does it for him, then, for I find his advertisements in the Sunday papers: "Opium, morphin, cocain habits absolutely cured." The Coats firm is purely a mail order concern. You send them your money for morphin cure and they send you their remedy, containing the very drug that you are striving to discard, in the quantity which you have been taking. The Coats "cure" contains 2.5 grains of morphin per dose, a terrific quantity—and it bears no poison label.

#### Poison Sent Out Unlabeled.

Something of the nature of the agile grasshopper inheres in the Opa Specialty Co., which sells Opacura. It answers my first letter from

Chicago, my second from San Antonio, and my third from South Haven, Michigan. Possibly it operates on the sound economic principle that it is cheaper to move than to pay rent. "Opacura," the reader is informed, "is very palatable and easily taken, and positively contains no belladonna, calomel, enabis indicis [cannabis indica?] or atropin in any form." Nor ice cream, nor dish-water, nor dry Martini cocktail! But it does contain morphin, in most formidable proportion. The Opa Company informs me modestly, replying to my desire for information as to the presence of morphin in the "cure:" "There is a little to give support while the Tonic acts upon the system." A little! Nearly two grains per dose. "It will not injure the patient in any manner," declares the scoundrel who writes me, and he distributes this deadly poison *unlabeled*. Morphin-Cura, which is advertised as "A Reliable Cure for Opium" is itself morphin. It must be credited with the merciful precaution of labeling its poison with skull and bones.

How much there is in a good name! "Drug Crave Crusade" is almost worth the money. Their advertisement, signed D. C. C. Co., appears in the *Smart Set*, which offers an eager hospitality to this class of villainy. "Our remedy forms no other habit whatever," writes the Dr. Baker, who runs the foul business. Certainly not. It simply keeps up the same habit. The patient is encouraged to take all he can stand of the stuff. "Enough to give comfortable support" is what I am encouraged to take. Thus the poor victim who supposes himself to be conquering the morphin habit is really continuing his habit, and paying the Drug Crave Crusade a big price for the privilege. Their "cure" runs to about a grain of morphin per dose.

"The sedative which is in the remedy is to take the place of morphin," is the Drug Crave Crusade's reply to my query. "We are enclosing herewith an extract from the *New York Health Journal*, which we feel sure will settle any doubt in your mind as to the remedy containing any opiates." It does. It would settle any doubt in my mind, were there any, as to the nature of the Drug Crave Crusade. Any enterprise endorsed by that ghost of a journalistic prostitute, the *New York Health Journal*, is, by that very token, damned for a swindle.

"Denarco" is the nostrum of the Comstock Remedy Co. of Lafayette, Indiana. Having filled out one of their blanks with the description of a case taking 12 grains of morphin a day, I receive, via form-letter, the encouraging though somewhat astonishing information that "your answers show there is nothing serious the matter with you." Nothing serious the matter with a man who takes in twenty-four hours enough morphia to kill a dozen normal men! There is something the matter with the Comstock Remedy Co., and this is it, that they are a band of murderous medical pirates. Their "Denarco," described as "reliable and absolutely harmless," contains .19 grain of morphin per dose, which I am invited to take day and night, if I need it. Of course, the prominent bankers and the Postmaster of Lafayette are used as backing in the advertising matter of the company.

#### The Amazing Contrell.

It is always a pleasure to meet a straight-out whole-souled liar. As such R. G. Contrell, M.D., the genial medical vampire who acts as "director" of the Harris Institute of 400 West Twenty-third Street, New York City, is entitled to respectful consideration. "We never advocate a reduction or tapering-off treatment, but eliminate the drug from the start," he asseverates in the Institute's booklet, further stating that in undergoing a course of the treatment, "there is no more danger than in taking a glass of water. . . . The results are positively and absolutely



guaranteed." The only safe guarantee to make for the Harris treatment would be that the dupe who takes it will fulfil the Scriptural description: "The last state of this man was worse than the first." Perpend Contrell, M.D., on the innocence of his "dope:" "Owing to the general effect of the medicine many people imagine that our medicine contains opium when nothing is far [sic] from the truth." Contrell, M.D., is "far from the truth." His non-reduction and non-tapering-off treatment contains 1.7 grains of morphin to the double teaspoonful dose, to be taken four times a day.

Within easy reach of the Harris man-trap by a Twenty-third Street crosstown car, the Professor M. W. Waterman Institute does business. Professor Waterman, so his circular informs all and sundry, was formerly Deputy Coroner of New York City. Very likely; and he is now presumably furnishing subjects for his successors. "My treatment is the only absolute specific and cure for drug habits. It is the only one that contains the vital principle." Many cures, he sadly observes, are "simply morphin in solution. They dupe their patients into paying exorbitant prices for the identical drug they are seeking to be rid of." This is, indeed, spoken from the lofty heights of wise philanthropy. But down he comes from those heights on being asked whether his own "cure" isn't morphin in solution. "You will note," he writes me, "that the only narcotic contained in the remedy is bi-maonic acid. This is a bi-product [sic] of opium, but is not as injurious as morphia nor is it as strong." Impressive term, bi-maonic acid! But, strangely enough, it is unknown to the regular chemists. I suspect that Professor Waterman span it out of his own inside, like a spider. He is most certainly of the spider genus, and the human flies that get in his web are fed on morphin, as the "vital principle" of his "cure." My sample contains .65 grain morphia per teaspoonful dose, which I am advised to repeat as often as I feel like it.

#### Quacks Who Pretend to be Physicians.

There is a grim pleasure in illuminating the devious ways in which those quacks who pretend to legitimate standing work their little games. They are hard to catch, and of the two whose description follows, one would never have been embodied in this article but for the efforts of certain physicians of Cleveland, where he practices. To be accurate, Glenville, a suburb of Cleveland, is the stamping-ground of J. Edward Allport, M.D. The Glenville paper is full of paragraphs about his private hospital. He is an ingenious fellow, a dispenser of platitudes to Sunday-school classes, and a churchgoer, as part of his advertising, for he follows the precept laid down by Sam Weller's friend the "depity saw-bones," and has himself called out of the service on urgent business, so that people shall wonder at the demands of his practice. Allport's specialty is drug addictions. No case is too bad for him to tackle by mail. He fell easily into a trap set for him and undertook to cure a bad case of morphin habit without seeing the patient. His dosage, prescribed by letter, carries about 1.1 grains of morphin six times a day. With the morphin vial he sends me a bottle of pink whisky, to mix with the morphin when it gets low, a pretty villainous combination. Dr. J. Edward Allport does not advertise openly, but he is no less scoundrelly, and is even more dangerous, than Richie, the twin "Saints," and Waterman.

More easily caught was Dr. J. C. Hoffman of Chicago. Dr. Hoffman yearns to be considered "ethical." "My social and professional standing protect me from the insult of being classed with advertising quacks," he writes in a fine burst of dignity. Therefore, he hires a stool-pigeon to do his advertising for him. Readers of the Sunday papers will remember her ingenious little advertisement, "Myself cured, I will gladly inform

any one addicted to cocain, morphin, opium, or laudanum of a never-failing, harmless home cure. Mrs. Mary O. Baldwin, Box 1,212, Chicago." Upon receiving an inquiry Mrs. Baldwin, in a manuscript letter, refers the "come-on" to Dr. Hoffman. She says she does this out of gratitude for her own cure. I surmise that she does it because she is paid to do it. Then Dr. Hoffman takes hold. His "follow-up" system of form-letters is typical. He is sure he can cure you by mail. "The remedy so perfectly controls the system that the patient feels better than under the deadening influence of the former drug." Yes, indeed! The gentleman of protective social and professional standing keeps his patients feeling happy, by a steady if not judicious dosage of morphin. The treatment he sent me contained about two grains of morphin to the maximum dose, to be repeated three to four times a day. The Hoffman-Baldwin partnership may be one of gratitude, but it is, I suspect, a gratitude based on the hope of profits to come. A pretty grisly pair of ghouls are Dr. Hoffman and his accomplice, Mrs. Baldwin.



DR. J. EDWARD ALLPORT.

A supposedly "ethical" practitioner of Cleveland, who "cures" morphin fiends by mail, with morphin.

When this article was announced Dr. B. M. Woolley of Atlanta, Georgia, wrote me advancing arguments to show why he should not be included among the quack drug cure practitioners, and asserting that his one unethical feature is the fact that he advertises. What he advertises to do is to cure the morphin habit. His "cure" consists in 1.9 grains of morphin per teaspoonful dose, to be repeated four times a day. If Dr. Woolley has any further arguments to adduce, tending to disprove my theory that the world would be a better place if he were safely in jail, I hope he will send them to me.

#### A Safe Rule to Follow.

Necessarily I have omitted many of the minor vampires of the drug addiction school. I can, perhaps, cover them all in one warning; the man who advertises a sure cure for any drug habit is a swindler. Ten to one he is also a substituter and will push his victim further into the depths, for the few dollars to be got out of it. Reputable sanitariums there are in plenty for this purpose; most physicians know of them. The addict who can not be cured in them can not be cured anywhere, and might better buy his poison at the regular rate than at a fancy price

from the vicious quack of the advertising school. When the Pure Food law goes into effect, the business must, perforce, cease, for, honestly labeled, the "dope" bottles carrying the cure would be bought by few.

The Sunday newspapers and small weeklies teem with advertisements of "drink cures," which are supposed to exercise the alcoholic craving when secretly given in tea or coffee. Few of these concoctions can be described as immediately dangerous, though none of them is really safe. All are swindles. They do not cure the drink habit. Once in a while some drunkard will succeed in breaking his fetters synchronously with the taking of the "remedy," and the wonderful "cure" is heralded to the world. But the percentage of these cases is so small as to be practically negligible. Orrine is such a cure, conspicuously exploited. Another is Dr. Haines' Golden Specific. Parker Willis conducts a little bunco trade in this line at Indianapolis, and the Milo Drug Co. of St. Louis helps to make good that community's claim to the proud title of the City of Quacks. Toledo boasts H. C. Keith, who not only has a quack treatment for drink, but further exhibits himself as a swindle by guaranteeing to cure all drug addictions. One might at first suppose that the Kansas Anti-Liquor Society's project for furnishing a drink cure prescription free was a worthy charity. In reality it is only a petty fake, since the "prescription" is one that no drug store could put-up, so the patient must buy it from the "Society"—at a heavy advance upon the cost of the drugs. Of course it will fail to effect any good results in a vast majority of cases. In the foot-note to the prescription the patient is assured that it is harmless to "the most delicate and sensitive constitution," which may possibly be true; but before I took repeated doses containing, even in minute quantities, such poisons as aloin, strychnin, hydrastin and cocain, I should want to know what my doctor thought about it.

### Quacks with Stool-Pigeons.

The reader has very likely seen in the public prints an alleged picture of Mrs. Margaret Anderson of Hillburn, New York, who "cured her husband of drinking," and wants to tell you how to cure yours, free. "She has nothing whatever to sell," says the advertisement. True. But the Physicians' Co-operative Association, a quack organization of Chicago, for which Mrs. Anderson is stool-pigeon, has something to sell. That something is Alecola. "The Conqueror of King Alcohol." Mrs. Anderson's correspondents are recommended by her, in a skillful imitation of a hand-written letter, to buy Alecola and be saved. Alecola is the same kind of fake as the rest of the "given in secret" cures.

Of "institutions" for the regeneration of drunkards there are many. Some of them are entirely reputable, but these do not make blanket promises of cure. The famous "Keeley Cure," which formerly made the most extravagant claims, is now conducted on a much sounder basis, and actually produces results in a certain percentage of cases, though its former claim of more than eighty per cent. cured and less than twenty per cent. lost would be much nearer the truth if reversed. As the Keeley institutes do not now, so far as I can judge, promise to cure all forms of drunkenness nor attempt to take pay for cases which they know to be incurable, I do not include them in the swindling category.

Hundreds of letters come to *Collier's*, inquiring about various advertised cures in all fields of human suffering, and a large proportion of these relate to treatments for private diseases of men. This is a subject which I take up reluctantly, and only because of its widespread peril. As the drug cures are the most vicious form of quackery, so the private disease treatments are the foulest. All this class of practitioners are frauds and

swindlers. Many of them are ex-criminals of other fields. The "Old Doctors," the "Physicians Institutes," the "Medical Councils," and the "Quick Cures," are all equally to be shunned. Blackmail is the underlying principle of this business. These treatments can not cure; ten to one they only aggravate the disease and render it dangerous or even deadly. But once they have a man in their clutches, they need not help him in order to get his money. If he demurs at their charges, a threat to expose the nature of his ailment to his family or employers is enough. Some firms of this sort send a \$25 treatment C. O. D. by express, as soon as an inquiry is received, *without any order*. If the addressee refuses to accept it, they write him saying: "Another gentleman in your town has also written us. We will turn over your shipment to him, explaining the circumstances." The unhappy dupe, realizing that the knowledge of such a remedy having been sent him may prove ruinous, pays the price to preserve his wretched secret. Every advertisement of "private diseases," or "men's specialist," ought to be a danger signal, pointing not only to wasted money, shame and misery, but often to invalidism and a dreadful form of death, where in 90 per cent of cases reputable treatment would have brought the patient through. In some localities it is against the law to publish advertisements of this class. Pennsylvania has such a law, but it is a dead letter. St. Louis is attempting to enforce its illegal advertising ordinance, and the St. Louis newspapers are fighting to save for themselves the dollars tainted with unspeakable filth.

## THE PATENT MEDICINE CONSPIRACY AGAINST THE FREEDOM OF THE PRESS.

"Here shall the Press the People's rights maintain,  
Unawed by influence and unbribed by gain."

—Joseph Story: Motto of the Salem Register.

*Would any person believe that there is any one subject upon which the newspapers of the United States, acting in concert, by prearrangement, in obedience to wires all drawn by one man, will deny full and free discussion? If such a thing is possible, it is a serious matter, for we rely upon the newspapers as at once the most forbidding preventive and the swiftest and surest corrective of evil. For the haunting possibility of newspaper exposure, men who know not at all the fear of God pause, hesitate, and turn back from contemplated rascality. For fear "it might get into the papers," more men are abstaining from crime and carouse to-night than for fear of arrest. But these are trite things—only, what if the newspapers fail us? Relying so wholly on the press to undo evil, how shall we deal with that evil with which the press itself has been seduced into captivity?*

In the Lower House of the Massachusetts Legislature one day last March there was a debate which lasted one whole afternoon and engaged some twenty speakers, on a bill providing that every bottle of patent medicine sold in the state should bear a label stating the contents of the bottle. More was told concerning patent medicines that afternoon than often comes to light in a single day. The debate at times was dramatic—a member from Salem told of a young woman of his acquaintance now in an institution for inebriates as the end of an incident which began with patent medicine dosing for a harmless ill. There was humor, too, in the debate—Representative Walker held aloft a bottle of Peruna bought by him in a drug store that very day and passed it around for his fellow-members to taste and decide for themselves whether Dr. Harrington, the Secretary of the State Board of Health, was right when he told the Legislative Committee that it was merely a "cheap cocktail."

### The Papers did not Print One Word.

In short, the debate was interesting and important—the two qualities which invariably ensure to any event big headlines in the daily newspapers. But that debate was not celebrated by big headlines, nor any headlines at all. Yet Boston is a city, and Massachusetts is a state, where the proceedings of the legislature figure very large in public interest, and where the newspapers respond to that interest by reporting the sessions with greater fullness and minuteness than in any other state. Had that debate

been on prison reform, on Sabbath observance, the early closing saloon law, on any other subject, there would have been, in the next day's papers, overflowing accounts of verbatim report, more columns of editorial comment, and the picturesque features of it would have ensured the attention of the cartoonist.

Now why? Why was this one subject tabooed? Why were the daily accounts of legislative proceedings in the next day's papers abridged to a fraction of their usual ponderous length, and all references to the afternoon debate on patent medicines omitted? Why was it in vain for the speakers in that patent-medicine debate to search for their speeches in the next day's newspapers? Why did the legislative reporters fail to find their work in print? Why were the staff cartoonists forbidden to exercise their talents on that most fallow and tempting opportunity—the members of the Great and General Court of Massachusetts gravely tipping Peruna and passing the bottle around to their encircled neighbors, that practical knowledge should be the basis of legislative action?

I take it if any man should assert that there is one subject on which the newspapers of the United States, acting in concert and as a unit, will deny full and free discussion, he would be smiled at as an intemperate fanatic. The thing is too incredible. He would be regarded as a man with a delusion. And yet I invite you to search the files of the daily newspapers of Massachusetts for March 16, 1905, for an account of the patent-medicine debate that occurred the afternoon of March 15 in the Massachusetts Legislature. In strict accuracy it must be said that there was one exception. Any one familiar with the newspapers of the United States will already have named it—the *Springfield Republican*. That paper, on two separate occasions, gave several columns to the record of the proceedings of the legislature on the patent-medicine bill. Why the otherwise universal silence?

The patent-medicine business in the United States is one of huge financial proportions. The census of 1900 placed the value of the annual product at \$59,611,355. Allowing for the increase of half a decade of rapid growth, it must be to-day not less than seventy-five millions. That is the wholesale price. The retail price of all the patent medicines sold in the United States in one year may be very conservatively placed at one hundred million dollars. And of this one hundred millions which the people of the United States pay for patent medicines yearly, fully forty millions go to the newspapers. Have patience! I have more to say than merely to point out the large revenue which newspapers receive from patent medicines, and let inference do the rest. Inference has no place in this story. There are facts a-plenty. But it is essential to point out the intimate financial relation between the newspapers and the patent medicines. I was told by the man who for many years handled the advertising of the Lydia E. Pinkham Company that their expenditure was \$100,000 a month, \$1,200,000 a year. Dr. Pierce and the Peruna Company both advertise more extensively than the Pinkham Company. Certainly there are at least five patent-medicine concerns in the United States who each pay out to the newspapers more than one million dollars a year. When the Dr. Greene Nervura Company of Boston went into bankruptcy, its debts to newspapers for advertising amounted to \$535,000. To the *Boston Herald* alone it owed \$5,000, and to so small a paper, comparatively, as the *Atlanta Constitution*, it owed \$1,500. One obscure quack

doctor in New York, who did merely an office business, was raided by the authorities, and among the papers seized there were contracts showing that within a year he had paid to one paper for advertising \$5,856.80; to another \$20,000. Dr. Humphreys, one of the best known patent-medicine makers, has said to his fellow-members of the Patent Medicine Association: "The twenty thousand newspapers of the United States make more money from advertising the proprietary medicines than do the proprietors of the medicines themselves. . . . Of their receipts, one-third

**This Contract is Void if Patent Sheets with Advertisements are Used.**

**Three Years' Advertising Contract.**

*Elizabeth* County of *Lynn*  
State of *Mass.*, 190*7*

We hereby agree with **CHENEY MEDICINE COMPANY**, for the sum of \_\_\_\_\_ DOLLARS, to insert the advertisement of  
**"HALL'S CATARRH CURE,"** containing matter as per copy furnished (set in our regular reading matter type) to be published each issue of Paper and to appear in regular reading matter not to be preceded by any paid notice, and on local or editorial page. Said advertisement to be run for three years with the privilege of twelve changes annually.

Payments to be made semi-annually. Advertisements to be published in Daily *Gazette* and Weekly *Gazette*.  
 Published at *Andover, Mass.*

We also agree to mail a copy of each issue containing "Ad." to Cheney Medicine Co., Toledo, Ohio.

Circulation, Daily *2000* Circulation, Weekly *2050*

It is mutually agreed that this Contract is void, if any law is enacted by your State restricting or prohibiting the manufacture or sale of proprietary medicines.

Remarks \_\_\_\_\_

CHENEY MEDICINE CO.

Name of Paper *Gazette* Per *W. A. White*  
 Per *W. A. White* Manager.

see letter of 6/21/07

#### THE "CONTRACT OF SILENCE."

The two lines in heavy type are the "red clause."

to one-half goes for advertising." More than six years ago, Cheney, the president of the National Association of Patent Medicine Men, estimated the yearly amount paid to the newspapers by the larger patent medicine concerns at twenty million dollars—more than one thousand dollars to each daily, weekly and monthly periodical in the United States.

#### Silence is the Fixed Quantity.

Does this throw any light on the silence of the Massachusetts papers? Naturally such large sums paid by the patent-medicine men to the news-

papers suggest the thought of favor. But silence is too important a part of the patent-medicine man's business to be left to the capricious chance of favor. Silence is the most important thing in his business. The ingredients of his medicine—that is nothing. Does the price of golden-seal go up? Substitute whisky. Does the price of whisky go up? Buy the refuse wines of the California vineyards. Does the price of opium go too high, or the public fear of it make it an inexpedient thing to use? Take it out of the formula and substitute any worthless barnyard weed. But silence is the fixed quantity—silence as to the frauds he practices; silence as to the abominable stewings and brewings that enter into his nostrum; silence as to the deaths and sickness he causes; silence as to the drug fiends he makes, the inebriate asylums he fills. Silence he must have. So he makes silence a part of the contract.

Read the significant silence of the Massachusetts newspapers in the light of the following contracts for advertising. They are the regular printed form used by Hood, Ayer and Munyon in making their advertising contracts with thousands of newspapers throughout the United States.

On page 74 is shown the contract made by the J. C. Ayer Company, makers of Ayer's Sarsaparilla. At the top is the name of the firm, "The J. C. Ayer Company, Lowell, Mass.," and the date. Then follows a blank for the number of dollars, and then the formal contract: "We hereby agree, for the sum of ..... Dollars per year, ..... to insert in the ....., published at ....., the advertisement of the J. C. Ayer Company." Then follow the conditions as to space to be used each issue, the page the advertisement is to be on, and the position it is to occupy. Then these two remarkable conditions of the contract: "First—It is agreed in case any law or laws are enacted, either state or national, harmful to the interests of the J. C. Ayer Company, that this contract may be canceled by them from date of such enactment, and the insertions made paid for pro-rata with the contract price."

This clause is remarkable enough. But of it more later. For the present examine the second clause: "Second—It is agreed that the J. C. Ayer Co. may cancel this contract, pro-rata, in case advertisements are published in this paper in which their products are offered, with a view to substitution or other harmful motive; also in case any matter otherwise detrimental to the J. C. Ayer Company's interest is permitted to appear in the reading columns or elsewhere in the paper."

This agreement is signed in duplicate, one by the J. C. Ayer Company and the other one by the newspaper.

#### All Muzzle-Clauses Alike.

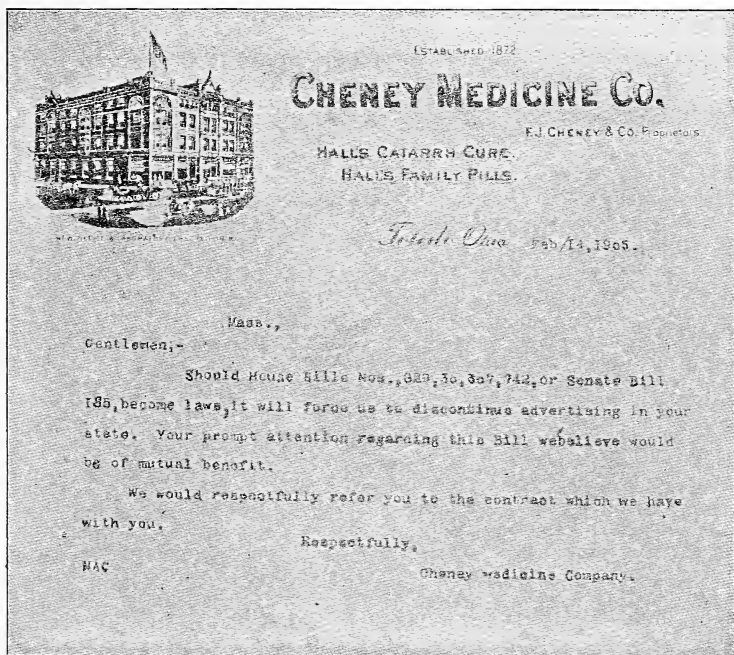
That is the contract of silence. (Notice the next one, in identically the same language, bearing the name of the C. I. Hood Company, the other great manufacturer of sarsaparilla; and then the third—again in identically the same words—for Dr. Munyon.) That is the clause which with forty million dollars, muzzles the press of the country. I wonder if the Standard Oil Company could, for forty million dollars, bind the newspapers of the United States in a contract that "no matter detrimental to the Standard Oil Company's interests be permitted to appear in the reading columns or elsewhere in this paper."

Is it a mere coincidence that in each of these contracts the silence clause is framed in the same words? Is the inference fair that there is



an agreement among the patent-medicine men and quack doctors, each to impose this contract on all the newspapers with which it deals, one reaching the newspapers which the other does not, and all combined reaching all the papers in the United States, and effecting a universal agreement among newspapers to print nothing detrimental to patent medicines? You need not take it as an inference. I shall show it later as a fact.

"In the reading columns or elsewhere in this paper." The paper must not print itself, nor must it allow any outside party, who might wish to do so, to pay the regular advertising rates and print the truth about



### SIMPLE METHOD OF ENFORCING THE "CONTRACT OF SILENCE."

A letter such as this was sent last February to every paper in Massachusetts which had a contract with any patent-medicine concern. There were very few newspapers uncontaminated by the red clause, and they all gave "prompt attention to the bill." The name of the paper to which this letter was addressed is erased in order to shield the publishers from consequences that might follow.

patent medicines in the advertising columns. More than a year ago, just after Mr. Bok had printed his first article exposing patent medicines, a business man in St. Louis, a man of great wealth, conceived that it would help his business greatly if he could have Mr. Bok's article printed as an

advertisement in every newspaper in the United States. He gave the order to a firm of advertising agents and the firm began in Texas, intending to cover the country to Maine. But that advertisement never got beyond a few obscure country papers in Texas. The contract of silence was effective; and a few weeks later, at their annual meeting, the patent-medicine association "Resolved"—I quote the minutes—"That this Association commend the action of the great majority of the publishers of the United States who have consistently refused said false and malicious attacks in the shape of advertisements which in whole or in part libel proprietary medicines."

I have said that the identity of the language of the silence clause in several patent-medicine advertising contracts suggests mutual understanding among the nostrum makers, a preconceived plan; and I have several times mentioned the patent-medicine association. It seems incongruous, almost humorous, to speak of a national organization of quack doctors and patent-medicine makers; but there is one, brought together for mutual support, for co-operation, for—but just what this organization is for, I hope to show. No other organization ever demonstrated so clearly the truth that "in union there is strength." Its official name is an innocent-seeming one—"The Proprietary Association of America." There are annual meetings, annual reports, a constitution and by-laws. And I would call special attention to Article II of those by-laws.

"The objects of this association," says this article, "are: to protect the rights of its members to the respective trade-marks that they may own or control; to establish such mutual co-operation as may be required in the various branches of the trade; to reduce all burdens that may be oppressive; to facilitate and foster equitable principles in the purchase and sale of merchandise; to acquire and preserve for the use of its members such business information as may be of value to them; to adjust controversies and promote harmony among its members."

That is as innocuous a statement as ever was penned of the objects of any organization. It might serve for an organization of honest cobblers. Change a few words without altering the spirit in the least, and a body of ministers might adopt it. In this laboriously complete statement of objects, there is no such word as "lobby" or "lobbying." Indeed, so harmless a word as "legislation" is absent—strenuously absent.

#### Where the Money Goes.

But I prefer to discover the true object of the organization of the "Proprietary Association of America" in another document than Article II of the by-laws. Consider the annual report of the treasurer, say for 1904. The total of money paid out during the year was \$8,516.26. Of this, one thousand dollars was for the secretary's salary, leaving \$7,516.26 to be accounted for. Then there is an item of postage, one of stationery, one of printing—the little routine expenses of every organization; and finally there is this remarkable item:

**Legislative Committee, total expenses, \$6,606.95.**

Truly, the Proprietary Association of America seems to have several objects, as stated in its by-laws, which cost it very little, and one object—not stated in its by-laws at all—which costs it all its annual revenue aside from the routine expenses of stationery, postage and secretary. If just a

few more words of comment may be permitted on this point, does it not seem odd that so large an item as \$6,606.95, out of a total budget of only \$8,516.26, should be put in as a lump sum, "Legislative Committee, total expenses?" And would not the annual report of the treasurer of the Proprietary Association of America be a more entertaining document if these "total expenses" of the Legislative Committee were carefully itemized?

Not that I mean to charge the direct corruption of legislatures. The Proprietary Association of America used to do that. They used to spend, according to the statement of the present president of the organization, Mr. F. J. Cheney, as much as seventy-five thousand dollars a year. But that was before Mr. Cheney himself discovered a better way. The fighting of public health legislation is the primary object and chief activity, the

<b>POSTAL TELEGRAPH-CABLE COMPANY</b> <small>16.</small> CLARENCE H. MACKAY, President. I. O. STEVENS, Sec'y.      WM. H. BAKER, V. P. & G. M.	<small>IN CONNECTION WITH</small>	<b>THE COMMERCIAL CABLE COMPANY.</b> CLARENCE H. MACKAY, Pres. Int. ALBERT BECK, Sec'y.      GEO. C. WARD, V. P. & G. M.
<h1 style="margin: 0;">TELEGRAM</h1>		
The Postal Telegraph-Cable Company transmits and delivers this message subject to the terms and conditions printed on the back of this blank.		
9b g d 520p 24  Binghamton NY Mar 10, 05  Spy,  Taunton.  House bill eight hundred and twenty nine discriminating against proprietary medicines passed lower house. Up in senate Monday.  Quick work necessary. Use your influence.		Received at 1 WALK ST. N. Y. N. Y. <small>(WHERE ANY REPLY SHOULD BE SENT.)</small>
Willis Sharpe Kilmer		Adv. Agt.

### THE TELEGRAM THAT SNAPS THE WHIP AT AMERICAN EDITORS.

This message means: "Publish an article in your newspaper and use every influence in opposing the passage of this bill." And the newspapers do it on command.

very *raison d'être*, of the Proprietary Association. The motive back of bringing the quack doctors and patent-medicine manufacturers of the United States into a mutual organization was this: Here are some scores of men, each paying a large sum annually to the newspapers. The aggregate of these sums is forty million dollars. By organization, the full effect of this money can be got and used as a unit in preventing the passage of laws which would compel them to tell the contents of their nostrums, and in suppressing the newspaper publicity which would drive them into oblivion. So it was no mean intellect which devised the scheme whereby every newspaper in America is made an active lobbyist for the patent-medicine association. The man who did it is the present president of the organization, its executive head in the work of suppressing public

knowledge, stifling public opinion and warding off public health legislation, the Mr. Cheney already mentioned. He makes a catarrh cure which, according to the Massachusetts State Board of Health, contains fourteen and three-fourths per cent. of alcohol. As to his scheme for making the newspapers of America not only maintain silence, but actually lobby in behalf of patent medicines, I am glad that I am not under the necessity of describing it in my own words. It would be easy to err in the indirection that makes for incredulity. Fortunately, I need take no responsibility. I have Mr. Cheney's own words, in which he explained his scheme to his fellow-members of the Proprietary Association of America. The quotation marks alone (and the comment within the parentheses) are mine. The remainder is the language of Mr. Cheney himself:

#### Mr. Cheney's Plan.

"We have had a good deal of difficulty in the last few years with the different legislatures of the different states. . . . I believe I have a plan whereby we will have no difficulty whatever with these people. I have used it in my business for two years and know it is a practical thing. . . . I, inside of the last two years, have made contracts with between fifteen and sixteen thousand newspapers, and never had but one man refuse to sign the contract, and by saying to him that I could not sign a contract without this clause in it he readily signed it. My point is merely to shift the responsibility. We to-day have the responsibility on our shoulders. As you all know, there is hardly a year but we have had a lobbyist in the different state legislatures—one year in New York, one year in New Jersey, and so on." (Read that frank confession twice—note the bland matter-of-factness of it.) "There has been a constant fear that something would come up, so I had this clause in my contract added. This is what I have in every contract I make: 'It is hereby agreed that should your state, or the United States Government, pass any law that would interfere with or restrict the sale of proprietary medicines, this contract shall become void.' . . . In the state of Illinois a few years ago they wanted to assess me three hundred dollars. I thought I had a better plan than this, so I wrote to about forty papers and merely said: 'Please look at your contract with me and take note, that if this law passes you and I must stop doing business, and my contracts cease.' The next week every one of them had an article, and Mr. Man had to go. . . . I read this to Dr. Pierce some days ago, and he was very much taken up with it. I have carried this through and know it is a success. I know the papers will accept it. Here is a thing that costs us nothing. We are guaranteed against the \$75,000 loss for nothing. It throws the responsibility on the newspapers. . . . I have my contracts printed and I have this printed in red type, right square across the contract, so there can be absolutely no mistake, and the newspaper man can not say to me, 'I did not see it.' He did see it and knows what he is doing. It seems to me it is a point worth every man's attention. . . . I think this is pretty near a sure thing."

I should like to ask the newspaper owners and editors of America what they think of that scheme. I believe that the newspapers, when they signed each individual contract, were not aware that they were being dragooned into an elaborately thought-out scheme to make every newspaper in the United States, from the greatest metropolitan daily to the

# J. C. Ayer Company

## Manufacturing Chemists

Lowell, Mass., May 31 1905\$ 7.00

We hereby agree, for the sum of Seven Dollars per year,  
payable in quarterly instalments as earned, upon receipt of bill,  
to insert in the Herald  
published at \_\_\_\_\_

in the county of \_\_\_\_\_ State of \_\_\_\_\_  
the advertisements of J. C. Ayer Company, of Lowell, Mass., during the ensuing twelve months,  
from date of first insertion ~~and its continuance~~ and its continuance in  
matter, arrangement, and date of publication, according to plates and copy furnished  
by them, the space and insertions to be as specified below, viz.:

advertisement to average \_\_\_\_\_ inches \_\_\_\_\_ each  
week in the weekly issue, \_\_\_\_\_ times, each insertion to be at top of  
\_\_\_\_\_ page, wholly adjoining pure reading down one side and under-  
neath, or at bottom of \_\_\_\_\_ page, apart from other advertising.

1 - advertisement to average 4 inches 56 each  
week in the weekly issue, 52 times, each insertion to be at top of  
local page, wholly adjoining pure reading down one side and under-  
neath, or at bottom of local page, apart from other advertising (as paper  
is made up on \_\_\_\_\_).

We also agree to notify J. C. Ayer Company of first insertion of these advertisements, to mail  
one copy of every issue of the paper as published to J. C. Ayer Company, Lowell, Mass., during  
term of this contract, and to promptly supply missing papers upon request.

Change in make-up of paper or consolidation with another paper entitles J. C. Ayer  
Company to select new position or cancel contract, as preferred by them.

First. — It is agreed in case any law or laws are enacted, either State or national, harmful to the interests  
of the J. C. Ayer Co., that this contract may be cancelled by them from date of such enactment, and the  
insertions made paid for pro rata with the contract price.

Second. — It is agreed that the J. C. Ayer Co. may cancel this contract, pro rata, in case advertisements  
are published in this paper in which their products are offered, with a view to substitution, or other harmful  
motive; also, in case any matter otherwise detrimental to the J. C. Ayer Co.'s interests is permitted to  
appear in the reading columns, or elsewhere, in this paper.

Guaranteed Circulation 625

Accepted for

DO NOT SIGN.

Return to J. C. AYER CO. for their acceptance.

Form of Contract (A).

THIS IS THE FORM OF CONTRACT—SEE (A) (B) (C)—THAT MUZZLES  
THE PRESS OF THE UNITED STATES.

The gist of the contract lies in the clause which is marked with brackets, to the effect that the agreement is voidable, in case any matter detrimental to the advertiser's interests "is permitted to appear in the reading columns, or elsewhere, in this paper." This clause, in the same words, appears in all three of these patent-medicine advertising contracts. The documents reproduced here were gathered from three different newspapers in widely separated parts of the United States. The name of the paper in each case has been suppressed in order to shield the publisher from the displeasure of the patent medicine combination. How much publishers are compelled to fear this displeasure is exemplified by the experience of the *Cleveland Press*, from whose columns \$18,000 worth of advertising was withdrawn within forty-eight hours.

remotest country weekly, an active, energetic, self-interested lobbyist for the patent-medicine association. If the newspapers knew how they were being used as cat's-paws, I believe they would resent it. Certainly the patent-medicine association itself feared this, and has kept this plan of Mr. Cheney's a careful secret. In this same meeting of the Proprietary Association of America, just after Mr. Cheney had made the speech quoted above, and which it was being resolved that every other patent-

Lowell, Mass., Feb. 26, 1904.

Park Co.,

Publisher of Sunday

Mass.

Dear Sir: We hereby agree to pay 12¢ per inch dollars every month months, for one year's advertising in the Sunday Record as per contract signed by you, as follows:

Weekly Ave. 3 inches 52 insertions, first advt. on a good local page, top of page with reading matter both sides and following, or first advt. in col. and with reading matter both sides, changed every issue, once times, one insertions, among or first fol- lowing reading matter, on separate pages, changed every insertion, and a monthly notice.

Monthly Notices to be inserted on the second week of each month, in the news type and miscellany of the paper, apart from other notices and advertisements. Matter to be furnished by C. I. Hood Co. Figures included, and furnished to us regularly as the only proof that the advertisement is being inserted.

It is further agreed that the payments shall be made promptly on fulfillment of contract, and that any failure to take advertisements as specified shall be properly made up, or a sum pro rata may be discounted at time of payment; also that credit is not to be given for insertions, if our advertisement is placed in a column with other advertisements preceding it, or in a supplement, or if notices are in a specified notice column; also if make-up of paper is changed, the advertisement will be given position on a page acceptable to us; and the plates for displayed advertisements shall be returned when called for. Additional display space at pro rata. Only enough insertions of display required to use space specified.

Please instruct your foreman, that our contract may be correctly and faithfully executed; also see that our name is properly entered on your mailing list, that we may promptly receive the papers upon the first and all subsequent insertions, and thereby insure the proper entry of advertisements to your credit on our books.

It is agreed that the C. I. Hood Co. may cancel this contract, pro rata, in case advertisements are published in this paper in which their products are offered, with a view to substitution, or other harmful motive; also, in case any matter otherwise detrimental to the C. I. Hood Co.'s interests is permitted to appear in the reading columns, or elsewhere, in this paper.

In case national or state legislation shall be enacted adverse to the manufacture or sale of proprietary medicine, then this contract shall, at the option of the advertiser, be cancelled, payment to be made pro rata for number of insertions given.

Trusting that our business relations may prove mutually pleasant and profitable, we take pleasure in subscribing ourselves,

Very truly yours,

C. I. Hood Co.,  
B.

Form of Contract (B).

medicine man should put the same clause in his contract, the venerable Dr. Humphreys, oldest and wisest of the guild, arose and said: "Will it not be now just as well to act on this, each and every one for himself, instead of putting this on record? . . . I think the idea is a good one, but really don't think it had better go in our proceedings." And another fellow nostrum-maker, seeing instantly the necessity of secrecy, said: "I am heartily in accord with Dr. Humphreys. The suggestion is a good one,

but when we come to put in our public proceedings, and state that we have adopted such a resolution, I want to say that the legislators are just as sharp as the newspaper men. . . . As a consequence, this will decrease the weight of the press comments. Some of the papers, also, who would not come in, would publish something about it in the way of getting square. . . .

This contract is the backbone of the scheme. The further details—the

*We hereby agree to insert the advertisements of the Munyon's H. H.*

*Remedy Co. in our . . . . . edition, for the next . . . . . months and thereafter, same rate and conditions until forbid by either party, according to copy and instructions furnished by the Munyon's H. H. Remedy Co.*

*Position: top of col. and next to reading matter. To be first medical advertisement in paper and not to be placed in crotch or fold of paper. This can be avoided by having a column of reading or advertising between. At the rate of . . . . .*

*Payments to be made monthly quarterly on the basis of the amount of space used.*

*All advertisements to be set in regular reading type of paper when desired. Change in copy to be made without extra charge.*

*This agreement is not to be invalidated by insertions in wrong locations or omissions, as improper insertions or lack of insertions are not to be counted or paid for, the publisher guaranteeing the full number of correct insertions with proper positions.*

*All editions each day of papers containing the advertisement of the Munyon's H. H. Remedy Co. to be sent to them during the life of this contract, and to supply missing copies upon request.*

*Change in make-up of paper or consolidation with another paper entitles the Munyon's H. H. Remedy Co. to select new position at above rate or cancel contract, as preferred by them.*

*First—It is agreed in case any law or laws are enacted, either State or National, harmful to the interests of the Munyon's H. H. Remedy Co. that this contract may be canceled by them from date of such enactment, and the insertions made paid for pro rata with the contract price.*

*Second—It is agreed that the Munyon's H. H. Remedy Co. may cancel this contract pro rata in case advertisements are published in this paper in which their products are offered, with a view to substitution or other harmful motive; also, in case any matter otherwise detrimental to the Munyon's H. H. Remedy Co.'s interests is permitted to appear in the reading columns, or elsewhere in this paper.*

*Guaranteed average circulation for past twelve months . . . . .*

*Accepted for . . . . .*

*By . . . . .*

Form of Contract (C).

organization of the bureau to carry it into effect—that, too, has been kept carefully concealed from the generally unthinking newspapers, who are all unconsciously mere individual cogs in the patent-medicine lobbying machine. At one of the meetings of the association, Dr. R. V. Pierce of Buffalo arose and said (I quote him verbatim): . . . "I would move you that the report of the Committee on Legislation be made a special order to be taken up immediately . . . that it be considered in execu-

## CAN MR. CHENEY RECONCILE THESE STATEMENTS?

Letter addressed to Mr. William Allen White, Editor of the *Gazette*, Emporia, Kan.

Extract from a speech delivered before the Proprietary Association of America.

BY FRANK J. CHENEY.

BY FRANK J. CHENEY.

Dear Sir:

I have read with a great deal of interest, to-day, an article in *Collier's* illustrating therein the contract between your paper and ourselves. [*See p. 13—Editor.*]

Mr. S. Hopkins Adams endeavored very hard (as I understand) to find me, but I am sorry to say that I was not at home. I really believe that I could have explained that clause of the contract to his entire satisfaction, and thereby saved him the humiliation of making an erratic statement.

This is the first intimation that I have ever had that that clause was put into the contract to control the Press in any way, or the editorial columns of the Press. I believe that if Mr. Adams was making contracts now, and making three-year contracts, the same as we are, taking into consideration the conditions of the different legislatures, he would be desirous of this same paragraph as a safety guard to protect himself, in case any State did pass a law prohibiting the sale of our goods.

His argument surely falls flat when he takes into consideration the conduct of the North Dakota Legislature, because every newspaper in that State that we advertise in had contracts containing that clause. Why we should be compelled to pay for from one to two years' advertising or more, in a State where we could not sell our goods, is more than I can understand. As before stated, it is merely a precautionary paragraph to meet conditions such as now

"We have had a good deal of difficulty in the last few years with the different legislatures of the different states. . . . I believe I have a plan whereby we will have no difficulty whatever with these people. I have used it in my business for two years, and I know it is a practical thing. . . . I, inside of the last two years, have made contracts with between fifteen and sixteen thousand newspapers, and never had but one man refuse to sign the contract, and by saying to him that I could not sign a contract without this clause in it he readily signed it. My point is merely to shift the responsibility. We to-day have the responsibility of the whole matter upon our shoulders. . . . There has been constant fear that something would come up, so I had this clause in my contract added. This is what I have in every contract I make: 'It is hereby agreed that should your State, or the United States Government, pass any law that would interfere with or restrict the sale of proprietary medicines, this contract shall become void.' . . . In the



exist in North Dakota. We were compelled to withdraw from that State because we would not publish our formula, and, therefore, under this contract, we are not compelled to continue our advertising.

To illustrate: There are 739 publications in your State—619 of these are dailies and weeklies. Out of this number we are advertising in over 500, at an annual expenditure of \$8,000 per year (estimated). We make a three-year contract with all of them, and, therefore, our liabilities in your State are \$24,000, providing, of course, all these contracts were made at the same date. Should these contracts all be made this fall and your State should pass a law this winter (three months later) prohibiting the sale of our goods, there would be virtually a loss to us of \$24,000. Therefore, for a business precaution to guard against just such conditions, we add the red paragraph referred to in *Collier's*.

I make this statement to you, as I am credited with being the originator of the paragraph, and I believe that I am justified in adding this paragraph to our contract, not for the purpose of controlling the Press, but, as before stated, as a business precaution which any man should take who expects to pay his bills.

Will you kindly give me your version of the situation? Awaiting an early reply, I am,

Sincerely yours,

FRANK J. CHENEY.

State of Illinois a few years ago they wanted to assess me three hundred dollars. I thought I had a better plan than this, so I wrote to about forty papers, and merely said: 'Please look at your contract with me and take note that if this law passes you and I must stop doing business, and my contracts cease.' The next week every one of them had an article. . . . I have carried this through and know it is a success. I know the papers will accept it. Here is a thing that costs is nothing. We are guaranteed against the \$75,000 loss for nothing. It throws the responsibility on the newspapers. . . . I have my contracts printed and I have this printed in red type, right square across the contract, so there can be absolutely no mistake, and the newspaper man can not say to me, 'I did not see it.' He did see it and knows what he is doing. It seems to me it is a point worth every man's attention. . . . I think this is pretty near a sure thing."

tive session, and that every person not a member of the organization be asked to retire, so that it may be read and considered in executive session. There are matters and suggestions in reference to our future action, and measures to be taken which are advised therein, that we would not wish to have published broadcast over the country for very good reasons."

Now what were the "matters and suggestions" which Dr. Pierce "would not wish to have published broadcast over the country for very good reasons?"

## Valuable Newspaper Aid.

Dr. Pierce's son, Dr. V. Mott Pierce, was chairman of the Committee on Legislation. He was the author of the "matters and suggestions" which must be considered in the dark. "Never before," said he, "in the history of the Proprietary Association were there so many bills in different state legislatures that were vital to our interests. This was due, we think, to an effort on the part of different state boards of health, who have of late years held national meetings, to make an organized effort to establish what are known as 'pure food laws.'" Then the younger Pierce stated explicitly the agency responsible for the defeat of this public health legislation: "We must not forget to place the honor where due for our uniform success in defeating class legislation directed against our legitimate pursuits. The American Newspaper Publishers' Association has rendered us valued aid through their secretary's office in New York, and we can hardly overestimate the power brought to bear at Washington by individual newspapers." . . . (On another occasion, Dr. Pierce, speaking of two bills in the Illinois Legislature, said: "Two things operated to bring these bills to the danger line. In the first place, the Chicago papers were almost wholly without influence in the Legislature. . . . Had it not been for the active co-operation of the state outside of Chicago there is absolute certainty that the bill would have passed. . . . I think that a great many members do not appreciate the power that we can bring to bear on legislation through the press.") But this power, in young Dr. Pierce's opinion, must be organized and systematized. "If it is not presumptuous on the part of your chairman," he said modestly, "to outline a policy which experience seems to dictate for the future, it would be briefly as follows"—here the younger Pierce explains the "matters and suggestions" which must not be "published broadcast over the country." The first was "the organization of a Legislative Bureau, with its offices in New York or Chicago. Second, a secretary, to be appointed by the Chairman of the Committee on Legislation, who will receive a stated salary, sufficiently large to be in keeping with such person's ability, and to compensate him for the giving of all his time to this work." "The benefits of such a working bureau to the Proprietary Association," said Dr. Pierce, "can be foreseen: First, a systematic plan to acquire early knowledge of pending or threatened legislation could be taken up. In the past we have relied too much on newspaper managers to acquaint us of such bills coming up. . . . Another plan would be to have the regulation formula bill, for instance, introduced by some friendly legislator, and have it referred to his own committee, where he could hold it until all danger of such another bill being introduced were over, and the Legislature had adjourned."

Little wonder Dr. Pierce wanted a secret session to cover up the frank naïveté of his son, which he did not "wish to have published broadcast over the country, for very good reasons."

In discussing this plan for a legislative bureau, another member told what in his estimation was needed. "The trouble," said he—I quote from the minutes—"the trouble we will have in attempting to buy legislation—supposing we should attempt it—is that we will never know what we are buying until we get through. We may have paid the wrong man, and the bill is passed and we are out. It is not a safe proposition, if we consider it legitimate, which we do not."

THE TELEGRAM IS THE OFFICIAL NEWSPAPER OF THE CITY OF EAU CLAIRE.

CHARLES W. FOMER, PRESIDENT.  
EARL S. WELCH, SECRETARY AND TREASURER.**Telegram Publishing Co.**PUBLISHERS OF  
**The Telegram, Daily and Semi-Weekly****Daily and Weekly Free Press**

ESTABLISHED IN 1874.

EAU CLAIRE, WIS.

BUSINESS  
DEPARTMENT

April 26, 1905.

Senator James H. Noble,

Senate Chamber, State Capitol,

Madison, Wis.

My Dear Senator:-

We are receiving daily, from many of our Patent Medicine patrons, communications that are very urgent in asking us to do our utmost to prevail upon you to withdraw your revised bill, which, if it is passed, will probably be the means of depriving The Telegram of a very liberal patronage it now receives through advertising contracts made with Proprietary Medicine Houses.

If the writer thought for one moment, that the passage of your medicine bill, was something the people really wanted, or were at all anxious that such a law be enacted, he would give you his personal word that no effort on the part of The Telegram would be in evidence to oppose the measure; but on the other hand it is our firm belief that the people of Wisconsin DO NOT CARE ONE WHIT, whether the bill becomes a law, or not; and under such circumstances, why you should find it agreeable to proceed along any line that would create unpleasant results for The Telegram and deprive it of a legitimate income, is a conundrum we have tried hard to solve, but cannot.

All the Druggists of Eau Claire are unanimously opposed to the passage of any bill which is liable to cause the patent medicine people to withdraw their business from the State of Wisconsin; we say all, one, Mr. Foberg, is not, and it is needless to refer to the reason this gentleman refused to sign the statement left with the Senate Committee by our Mr. E. S. Welch at the time S. 109 was up for hearing last winter; the remainder of the Eau Claire Druggists, to a man, are heartily opposed to these measures and it is only natural that they should be, for why should they endorse any action that deprives them of a revenue that rightly belongs to them?

If YOU want the Patent Medicine people to print on their packages, in plain English, what such packages contain, then be fair and pass a law which will compel YOU to write your prescriptions so that those who take them can convince themselves JUST WHAT YOU HAVE ADVISED THEM TO TAKE. You know it is a poor rule that won't work both ways".

I think I call to mind that you mentioned at one time, that the passage of such a bill would not cause the withdrawal of any advertising from the newspapers; let us say, that there is no question about this, for if your medicine bill is passed it is our belief, The Telegram will lose hundreds of dollars annually and we are going to ask you again to consider the welfare of some of those who perhaps are partially accountable for the title it is possible to prefix to your name.

Dict. G. C. S.

Very respectfully,

TELEGRAM PUBLISHING CO. *E. S. Welch***EXAMPLE OF WHAT MR. CHENEY CALLS "SHIFTING THE RESPONSIBILITY."**

This letter was sent by the publishers of one of the leading newspapers of Wisconsin to Senator Noble of that state. It illustrates the method adopted by the patent-medicine makers to compel the newspapers in each state to do their lobbying for them. Senator Noble introduced a bill requiring patent-medicine manufacturers to state on their labels the percentage of various poisons which every bottle might contain. Senator Noble and a few others fought valiantly for their bill throughout the whole of the last session of the Wisconsin Legislature, but were defeated by the united action of the newspaper publishers, who, as this letter shows, exerted pressure of every kind, including threats, to compel members of the Legislature to vote against the bill.

True, it is not legitimate, but the main point is, it's not safe; that's the thing to be considered.

The patent-medicine man continued to elaborate on the plans proposed by Dr. Pierce: "It would not be a safe proposition at all. What this association should have . . . is a regularly established bureau. . . . We should have all possible information on tap, and we should have a list of the members of the legislature of every state. We should have a list of the most influential men that control them, or that can influence them. . . . For instance, if in the state of Ohio a bill comes up that is adverse to us, turn to the books, find out who are the members of the legislature there, who are the publishers of the papers in the state, where they are located, which are the Republican and which the Democratic papers. . . . It will take money, but if the money is rightly spent, it will be the best investment ever made."

#### The Trust's Club for Legislators.

That is about as comprehensive, as frankly impudent a scheme of controlling legislation as it is possible to imagine. The plan was put in the form of a resolution, and the resolution was passed. And so the Proprietary Association of America maintains a lawyer in Chicago, and a permanent secretary, office and staff. In every state it maintains an agent whose business it is to watch during the session of the Legislature each day's batch of new bills, and whenever a bill affecting patent medicines shows its head, to telegraph the bill, verbatim, to headquarters. There some scores of printed copies of the bill are made, and a copy is sent to every member of the association—to the Peruna people, to Dr. Pierce at Buffalo, to Kilmer at Birmingham, to Cheney at Toledo, to the Pinkham people at Lynn, and to all the others. Thereon each manufacturer looks up the list of papers in the threatened state with which he has the contracts described above. And to each newspaper he sends a peremptory telegram calling the publisher's attention to the obligations of his contract, and commanding him to go to work to defeat the anti-patent-medicine bill. In practice, this organization works with smooth perfection and well-oiled accuracy to defeat the public health legislation which is introduced by boards of health in over a score of states every year. To illustrate, let me describe as typical the history of the public health bills which were introduced and defeated in Massachusetts last year. I have already mentioned them as showing how the newspapers, obeying that part of their contract which requires them to print nothing harmful to patent medicines, refused to print any account of the exposures which were made by several members of the Legislature during the debate of the bill. I wish here to describe their obedience to that other clause of the contract, in living up to which they printed scores of bitterly partisan editorials against the public health bill, and against its authors personally; threatened with political death those members of the Legislature who were disposed to vote in favor of it, and even, in the persons of the editors and owners, went up to the State House and lobbied personally against the bill. And since I have already told of Mr. Cheney's authorship of the scheme, I will here reproduce, as typical of all the others (all the other large patent-medicine concerns sent similar letters and telegrams), the letter which Mr. Cheney himself, on the 14th day of February, sent to all the newspapers in Massachusetts with which he has lobbying contracts—practically every newspaper in the state:

"TOLEDO, OHIO, Feb. 14, 1905.

"Publishers

"\_\_\_\_\_, Mass.

"GENTLEMEN:

"Should House bills Nos. 829, 30, 607, 724. or Senate bill No. 185 become laws, it will force us to discontinue advertising in your state. Your prompt attention regarding this bill we believe would be of mutual benefit.

"We would respectfully refer you to the contract which we have with you. Respectfully,

"CHENEY MEDICINE COMPANY."

Now here is the fruit which that letter bore: a strong editorial against the anti-patent-medicine bill, denouncing it and its author in the most vituperative language, a marked copy of which was sent to every member of the Massachusetts Legislature. But this was not all that this one zealous publisher did; he sent telegrams to a number of members, and a personal letter to the representative of his district calling on that member not only to vote, but to use his influence against the bill, on the pain of forfeiting the paper's favor.

Now this seems to me a shameful thing—that a Massachusetts newspaper, of apparent dignity and outward high standing, should jump to the cracking of the whip of a nostrum-maker in Ohio; that honest and well-meaning members of the Massachusetts Legislature, whom all the money of Rockefeller could not buy, who obey only the one thing which they look on as the expression of public opinion of their constituents, the united voice of the press of their district—that these men should unknowingly cast their votes at the dictate of a nostrum-maker in Ohio, who, if he should deliver his command personally and directly, instead of through a newspaper supine enough to let him control it for a hundred dollars a year, would be scorned and flouted.

Any self-respecting newspaper must be humiliated by the attitude of the patent-medicine association. They don't ASK the newspapers to do it—they ORDER it done. Read again Mr. Cheney's account of his plan, note the half-contemptuous attitude toward the newspapers. And read again Mr. Cheney's curt letter to the Massachusetts papers; observe the threat, just sufficiently veiled to make it more of a threat; and the formal order from a superior to a clerk: "We would respectfully refer you to the contract we have with you."

And the threat is not an empty one. The newspaper which refuses to aid the patent-medicine people is marked. Some time ago Dr. V. Mott Pierce of Buffalo was chairman of what is called the "Committee on Legislation" of the Proprietary Association of America. He was giving his annual report to the association. "We are happy to say," said he, "that though over a dozen bills were before the different State Legislatures last winter and spring, yet we have succeeded in defeating all the bills which were prejudicial to proprietary interests without the use of money, and through the vigorous co-operation and aid of the publishers. January 23 your committee sent out letters to the principal publications in New York asking their aid against this measure. It is hardly necessary to state that the publishers of New York responded generously against these harmful measures. The only small exception was the *Evening Star* of

Poughkeepsie, N. Y., the publisher of which, in a very discourteous letter, refused to assist us in any way."

Is it to be doubted that Dr. Pierce reported this exception to his fellow patent-medicine men, that they might make note of the offending paper, and bear it in mind when they made their contracts the following year? There are other cases which show what happens to the newspaper which offends the patent-medicine men. I am fortunate enough to be able to describe the following incident in the language of the man who wielded the club, as he told the story with much pride to his fellow patent-medicine men at their annual meeting:

"Mr. Chairman and Gentlemen of the Proprietary Association," said Mr. Cooper, "I desire to present to you a situation which I think it is incumbent on manufacturers generally to pay some attention to—namely, the publication of sensational drug news which appears from time to time in the leading papers of the country. . . . There are, no doubt, many of you in the room, at least a dozen, who are familiar with the sensational articles that appeared in the *Cleveland Press*. Gentlemen, this is a question that appeals to you as a matter of business. . . . The *Cleveland Press* indulged in a tirade against the so-called 'drug trust.' . . . (the "drug trust" is the same organization of patent-medicine men—including Pierce, Pinkham, Peruna, Kilmer and all the well-known ones—which I have referred to as the patent-medicine association. Its official name is the Proprietary Association of America.) "I sent out the following letter to fifteen manufacturers" (of patent medicines):

"GENTLEMEN—Inclosed we hand you a copy of matter which is appearing in the *Cleveland papers*. It is detrimental to the drug business to have this matter agitated in a sensational way. In behalf of the trade we would ask you to use your influence with the papers in *Cleveland* to discontinue this unnecessary publicity, and if you feel you can do so, we would like to have you wire the business managers of the *Cleveland papers* to discontinue their sensational drug articles, as it is proving very injurious to your business. Respectfully,  
E. R. COOPER."

"Because of that letter which we sent out, the *Cleveland Press* received inside of forty-eight hours telegrams from six manufacturers canceling thousands of dollars' worth of advertising and causing a consequent dearth of sensational matter along drug lines. It resulted in a loss to one paper alone of over eighteen thousand dollars in advertising. Gentlemen, when you touch a man's pocket, you touch him where he lives; that principle is true of the newspaper editor or the retail druggist, and goes through all business."

#### The Trust's Club for Newspapers.

That is the account of how the patent-medicine man used his club on the newspaper head, told in the patent-medicine man's own words, as he described it to his fellows. Is it pleasant reading for self-respecting newspaper men—the exultant air of those last sentences, and the worldly wisdom: "When you touch a man's pocket you touch him where he lives; that principle is true of the newspaper editor. . . ."?

But the worst of this incident has not yet been told. There remains the account of how the offending newspaper, in the language of the bully, "ate dirt." The *Cleveland Press* is one of a syndicate of newspapers, all

under Mr. McRae's ownership—but I will use Mr. Cooper's own words: "We not only reached the *Cleveland Press* by the movement taken up in that way, but went further, for the *Cleveland Press* is one of a syndicate of newspapers known as the Scripps-McRae League, from whom this explanation is self-explanatory:

"OFFICE SCRIPPS-MCRAE PRESS ASSOCIATION.

"MR. E. R. COOPER, Cleveland, Ohio:

"Mr. McRae arrived in New York the latter part of last week after a three months' trip to Egypt. I took up the matter of the recent cut-rate articles which appeared in the *Cleveland Press* with him, and to-day received the following telegram from him from Cincinnati: "Scripps-McRae papers will contain no more such as *Cleveland Press* published concerning the medicine trust—M. A. McRae." I am sure that in the future nothing will appear in the *Cleveland Press* detrimental to your interests.

"Yours truly,

F. J. CARLISLE."

This incident was told, in the exact words above quoted, at the nineteenth annual meeting of the Proprietary Association of America.

I could, if space permitted, quote many other telegrams and letters from the Kilmer's Swamp Root makers, from the Piso's Cure people, from all the large patent-medicine manufacturers. The same thing that happened in Massachusetts happened last year in New Hampshire, in Wisconsin, in Utah, in more than fifteen states. In Wisconsin the response by the newspapers to the command of the patent-medicine people was even more humiliating than in Massachusetts. Not only did individual newspapers work against the formula bill; there is a "Wisconsin Press Association," which includes the owners and editors of most of the newspapers of the state. That association held a meeting and passed resolutions, "that we are opposed to said bill . . . providing that hereafter all patent medicine sold in this state shall have the formulæ thereof printed on their labels," and "Resolved, That the association appoint a committee of five publishers to oppose the passage of the measure." And in this same state the larger dailies in the cities took it on themselves to drum up the smaller country papers and get them to write editorials opposed to the formula bill. Nor was even this the measure of their activity in response to the command of the patent medicine association. I am able to give the letter which is here reproduced [see page 83]. It was sent by the publisher of one of the largest daily papers in Wisconsin to the state senator who introduced the bill. In one western state, a board of health officer made a number of analyses of patent medicines, and tried to have the analyses made public, that the people of his state might be warned. "Only one newspaper in the state," he says in a personal letter, "was willing to print results of these analyses, and this paper refused them after two publication in which a list of about ten was published. This paper was the ———, the editorial manager of which is in sympathy with the effort to restrict the sale of harmful nostrums. The business management interfered for the reason that \$5,000 in patent-medicine advertising was withdrawn in a week."

In New Hampshire—but space forbids. Happily, there is a little silver in the situation. The legislature of North Dakota last year passed, and the governor signed a bill requiring that patent-medicine bottles shall have

printed on their labels the percentage of alcohol or of morphin or various other poisons which the medicine contains. That was the first success in a fight which the public health authorities have waged in twenty states each year for twenty years. In North Dakota the patent-medicine people conducted the fight with their usual weapons, the ones described above. But the newspapers, be it said to their everlasting credit, refused to fall in line to the threats of the patent-medicine association. And I account for that fact in this way: North Dakota is wholly a "country" community. It has no city of over 20,000, and but one over 5,000. The press of the state, therefore, consists of very small papers, weeklies, in which the ownership and active management all lie with one man. The editorial conscience and the business manager's enterprise lie under one hat. With them the patent-medicine scheme was not so successful as with the more elaborately organized newspapers of older and more populous states.

Just now is the North Dakota editor's time of trial. The law went into effect July 1. The patent-medicine association, at their annual meeting in May, voted to withdraw all their advertising from all the papers in that state. This loss of revenue, they argued self-righteously, would be a warning to the newspapers of other states. Likewise it would be a lesson to the newspapers of North Dakota. At the next session of the legislature they will seek to have the label bill repealed, and they count on the newspapers, chastened by a lean year, to help them. For the independence they have shown in the past, and for the courage they will be called on to show in the future, therefore, let the newspapers of North Dakota know that they have the respect and admiration of all decent people.

"What is to be done about it?" is the question that follows exposure of organized rascality. In few cases is the remedy so plain as here. For the past, the newspapers, in spite of these plain contracts of silence, must be acquitted of any grave complicity. The very existence of the machine that uses and directs them has been a carefully guarded secret. For the future, be it understood that any newspaper which carries a patent-medicine advertisement knows what it is doing. The obligations of the contract are now public property. And one thing more, when next a member of a state legislature arises and states, as I have so often heard: "Gentlemen, this label bill seems right to me, but I can not support it; the united press of my district is opposed to it"—when that happens, let every one understand the wires that have moved "the united press of my district."



[The following article is reproduced, by permission, from Collier's Weekly,  
Nov. 17, 1906.]

## "STRICTLY CONFIDENTIAL."

### What Becomes of Letters Written "In Confidence" to "Patent Medicine" Firms and Quacks.

**W**HEN you write to a patent-medicine house or a quack doctor, whose advertisements solicit letters of inquiry about your health, the reply in nine cases out of ten will address you in an intimate personal way, as "Dear Friend," or "Esteemed friend." And the reply will be marked, in conspicuous letters, "Strictly confidential," even, in some cases, "Sacredly confidential." Every art is used to make the dupe believe his letters are kept safely locked in hidden archives, where the things he has said about his health, his affairs, and his person are carefully guarded from any eyes but the so-called "doctor's."

## CHICAGO BROKERAGE COMPANY

MAIL ORDER LETTERS  
BOUGHT,  
SOLD. RENTED.



417 DEARBORN ST.,  
CHICAGO, ILL.

C. A. DAVIS, Manager.

### Letters Wanted

We want to buy all kinds of letters received in answer to newspaper advertisements. If

Now the truth about what really happens to these letters is eloquently told by the documents reproduced herewith. When the patent-medicine man, or the quack, has, in the language of their shops, "jollied" the dupe along with false hopes and lying promises until even he becomes suspicious, and he can no longer be induced to send another dollar for another bottle of medicine, then his letter is sold to some other quack who pretends to cure the same disease. That quack coaxes as much money as he can from the victim, and then turns him over to a third; and so the dupe is passed along, in many cases, for several years.

To facilitate this exchange of letters among the quacks there are five or six so-called letter-brokers. They are really clearing-houses where patent-medicine frauds and quack doctors exchange, sell, and rent letters. On Vandewater street, New York, is a big warehouse owned by one of these letter-brokers, Frank B. Swett. In that warehouse are over seven million let-

ters. It is quite possible that if you, any time within the past five years, have written a letter to a quack doctor, your letter is somewhere in that warehouse, and men familiar with the business could find it. Probably your letter has been sold over and over again, and rented and re-rented to every quack who plays on the victims of your particular ailment.

One of the largest of these letter-brokers is the Guild Company of 132 Nassau street, New York. They issue a large circular describing the letters they have for sale. A portion of the list is printed on the next page. The part here produced is only a very small portion, and that the less unprintable part of the circular.

*If you have ever been foolish enough to write to any of the quacks and frauds in that list, you may know that your letter is now for sale. You may know that all the things you have said about your health and your*

## MEDICAL

MEDICAL. 5,000. Dr. Stevens & Co., Columbus, Ohio. Nervous debility.

MEDICAL. 2,000. L. West, Avon, N. Y. Nervous debility, first replies.

MEDICAL. Dr. Pierce Order Blanks. 50,000. 1902-'03.

MEDICAL. Ozomulsion. 20,000. 1903.

MEDICAL. 30,280. Theo. Noel file cards. 1902-'03.

MEDICAL. 24,500. Physician's Inst. and Edson France. Women's, 1903.

7,000 first replies late 1904.

13,000 late '02-'03-'04 letters in answer to above ad.

## LETTERS FOR RENT

300,000 Jas. Wm. Kidd medical file cards, representing all kinds of diseases (will sort) 1904.

180,000 men's matrimonial, 35,000 women's '04, 1st.

200,000 agents and canvassers.

50,000 Dr. Pierce order blanks, '02, '03.

20,000 Ozomulsion order blanks, '03.

30,280 Theo. Noel, '02, '03, medical file cards.

59,000 Agents' directory, '03, '04, '05.

250,000 Home work, '03, '04, '05.

27,500 Rosebud trust, firsts, '03, '04.

19,500 Bond jewelry payups, trust, '04, envelopes.

52,000 10c song orders, Star Music Co., '04, '05.

17,500 Dr. May & Friar, ladies' regulator, '03, '04.

6,000 Nervous debility, '03, '04, Appliance Co.

Over 1,000,000 letters on hand, all kinds. Call or write me for samples and ads. Letters bought.

C. A. Davis, 1634 W. Ohio Street, Chicago.

Portion of a circular sent out by one of the concerns to which "patent medicine" men and quack doctors sell the letters they receive from their victims. There are five or six concerns similar to this, acting as clearing-houses, through which pass many millions of letters.

An advertisement originally printed in the *Mail Order Journal* offering to rent letters. These letters are the ones which quacks all over the country write to "patent medicine" and quack concerns. When the original quack has squeezed the dupe dry he sells the letters to other quacks.

*person—intimate details which you carefully conceal from your friends and neighbors—are the property of any person who cares to pay four or five dollars for the letters of yourself and others like you.*

One very interesting fraud carried on under the name of the Astropathic Institute by means of this traffic in letters, was unearthed by the Post-office Department recently. The following is quoted from the records of the Law Division of the Department, which drove this fraud out of business:

"The company begins its operation by purchasing large numbers of letters from letter-brokers. The letters purchased by the company refer to the desire of the writer for a treatment for nervous diseases, and have been addressed to some other company dealing in such matters."

The remainder of the explanation of this fraud, as set forth in the Post-Office Department records, is rather technical and legal. But the way it worked was this: You had written a letter, let us say, to Dr. Blosser, or to the Ozomulsion Company, or to Theo. Noel, or to any other of the scores

of quacks whose letters are for sale by letter-brokers. In your letter you had set forth at great length the symptoms you thought you experienced, the diseases you thought you had. This letter of yours was bought by the Astropathic Institute. Then the Astropathic Institute sent you a circular. This circular said the company was in the business of reading your past, present, and future—they sold “astrological readings” of your life. Just to show their good faith, they would send you a “sample reading” free of charge. Glad to get something for nothing, you write for the “sample reading.” To your great astonishment, you would get a reply saying that you were troubled with frequent pains in the left arm, poor appetite, and all the details told by yourself, but long forgotten, in your letter to Blosser, or Noel, or Ozomulsion. This proof of capacity on the part of the Astropathic Institute would usually impress you so strongly that you would willingly give up the ten dollars demanded for a “larger and fuller reading.”

<i>Quantity Letters of Catarrh Letters.</i>	<i>Quantity Letters of Rheumatism Letters.</i>
8,470 Anglo Amer. Chem. Co.	1,194 Associated Drug Stores.
29,713 Quaker Oil Co.	51,920 Turnock Medical Co.
19,988 R. T. Booth Co.	7,918 Jebb Remedy Co.
79,009 C. E. Gauss.	22,038 Dr. C. S. Ferris.
8,234 Dr. J. W. Kidd Co.	11,948 Dr. J. W. Kidd Co.
7,110 E. J. Worst.	
6,724 W. A. Noyes.	<i>Obesity Letters.</i>
52,997 Dr. Blosser Co.	11,330 Dr. O. W. F. Snyder.
	6,055 Howard Co.
<i>Asthma Letters.</i>	<i>Kidney Letters.</i>
1,326 Cinarsium Co.	51,632 Pape Medicine Co.
4,286 D. J. Lane.	23,479 Pape Medicine Co.
946 National Research Co.	51,920 Turnock Medical Co.
7,609 W. A. Noyes.	9,077 Pape Kidney Clinic.
6,104 Dr. J. W. Kidd Co.	3,094 American Buchu Co.
<i>Dyspepsia Letters.</i>	39,639 Dr. J. W. Kidd Co.
7,315 Absolute Remedy Co.	6,321 W. F. Smith.
4,923 Absolute Remedy Co.	854 Dr. J. W. Kidd Co.
1,336 Dr. J. W. Kidd Co.	
<i>Stomach Trouble Letters.</i>	<i>Narcotic Letters.</i>
6,420 John Morrow.	138 Dr. R. H. Brown.
2,833 Orange Manna Co.	948 St. Anne League.
3,592 Dr. A. H. Swinburne.	1,983 Peru Remedy Co.
3,874 Dr. J. W. Kidd Co.	
<i>Deaf Letters.</i>	<i>Hair Preparation Letters.</i>
8,533 Dr. C. M. Jordan.	36,419 John Craven-Burleigh.
5,184 Morley Co.	46,652 Pacific Trading Co.
907 Dr. C. S. Ferris.	5,786 Burleigh Cash Orders.
1,030 Henry Ulrich.	
1,434 John Garmore.	<i>Heart Letters.</i>
	8,288 Dr. J. W. Kidd Co.

Here is a letter sent out to a prospective customer by the Star Book Company, which is one of the names under which one of these letter-brokers, C. A. Davis, does business:

“W. W. SELDEN:

“June 16.

“Dear Sir:—As a usual thing I only rent letters, and the medical letters would be worth \$4 for a copy, but if you will buy outright I will dispose of any lots as follows:

“50,000 Dr. Pierce.

“20,000 Ozomulsion.

“30,000 Theo. Noel.

for only \$2.50 per 1,000, in order to make room. This is certainly a good chance to get No. 1 medical names.

“Let me hear from you at once.

“Truly,

C. A. DAVIS.”

Another mail-order medical concern, the Dr. Burleigh Corporation of Boston, seeking investors to buy shares in it, uses this argument:

"We are now able to purchase medical letters in lots of 100,000. These letters are from people who have been patients of other advertising doctors. These names we thoroughly circularize with our attractive and convincing booklets and follow them along for several months, and they always produce extra good results and at a very small cost."

The Chicago Brokerage Company sends out a circular, part of which reads as follows:

*"For 30-Day Copy.*

*"High-Grade Letters.*

"We are willing to rent for 30-day copy any of the following lots of mail-order letters at a very low figure. Write for samples of ads. that drew them and any other information desired. We have over one million letters in stock and are constantly buying more. If you have any letters for sale, send us full particulars and lowest cash price. Many parties using our letters are getting rich quick quietly working some good legitimate schemes. With attractive, convincing literature, they circularize 100,000 or more people who are directly interested in their line in two weeks. Returns sure and quick. No expensive newspaper advertising. We shall be pleased to give you any pointers asked for. Our prices for rental of letters are lower than elsewhere. Our word can always be relied upon. Write us or call.

"50,000 Dr. Pierce, medical, 1902-3.

"20,000 Ozomulsion, medical, 1903.

"300,000 Jas. Wm. Kidd, medical file cards, all diseases, well sort, 1903-4.

"30,280 Theo. Noel, medical file cards, 1902-3.

"24,500 Physician's Institute and Edson France, medical, 1903.

"56,000 Nervous debility, English, Swedish, Spanish, Norwegian, etc., will sort in original envelopes.

Medical—all kinds, such as rheumatism, dyspepsia, kidney, etc.

"CHICAGO BROKERAGE Co., *Chicago, Ill.*"

Such is the destination of most of the letters which poor dupes send to quack doctors, medical specialists, and patent-medicine concerns, under the cynical assurance that their letters are kept "strictly confidential."





